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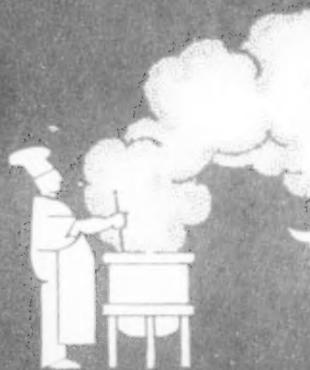
THE MANUFACTURING CONFECTIONER

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



Season's Greetings

In this Christmas Season we're thankful to be in an industry which, while contributing to the joy, happiness and good cheer in life, is, nevertheless, doing such a good job helping to maintain the morale of our fighting men. The Manufacturing Confectioner joins the industry in wishes for Christmas blessings to all of them and to all a victorious New Year.



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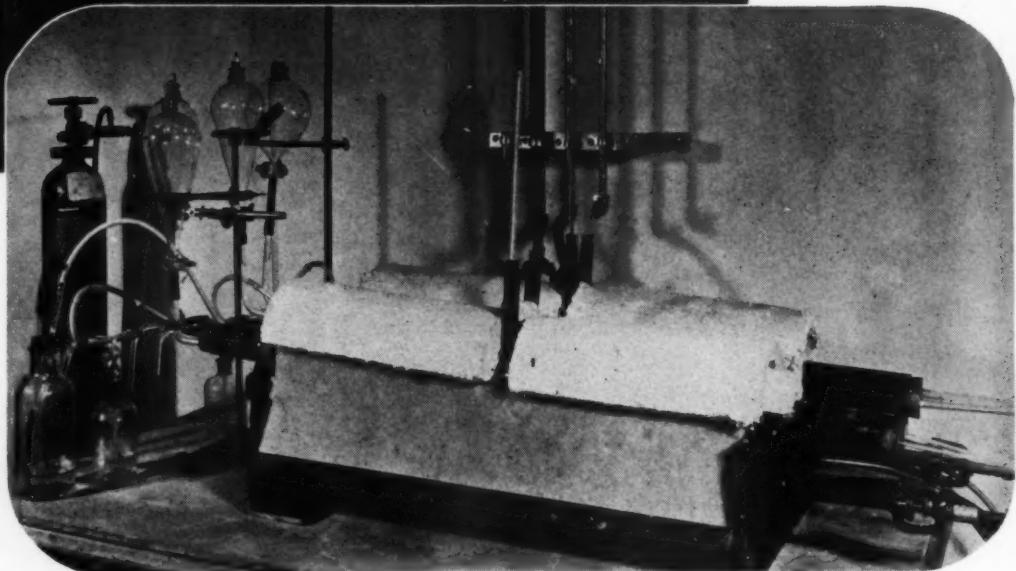
BACKGROUND VALUES . . . a PART of the product, APART from the price



Est. 1871

Photos, above: This is a part of the Manufacturing Research Laboratory at our Clifton plant. At the present time it is engaged, primarily, in the synthesis of materials once imported from abroad.

Right: The experimental apparatus shown here was improvised for the purpose of producing an important flavoring ingredient formerly manufactured only in Europe. Constituting the first step in a complex problem of synthesis, this work could not have been successfully undertaken but for our intimate knowledge of foreign production techniques.



A SUPPLIER can possess no greater asset, today, than the ability to improvise . . . to draw upon past experience and ingenuity for solution to the problem of keeping his customers adequately supplied with materials necessary to their business. In fact, many manufacturers in this hard-hit field of ours owe their continued existence to this capacity of their suppliers for improvising methods and means of producing successful replacements for the once-plentiful essential oils and flavors upon which they formerly relied.

Thanks to a long background of experience and the specialized training of our laboratory directors and

staff personnel, our own record in this connection has been an enviable one. At least, we are led to think so by the many grateful expressions of satisfaction from customers who have benefitted by our efforts in their behalf. Perhaps, in a similar way, we can supply an answer to the unsolved replacement problems that are worrying you. May we try?

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"READ WHEREVER CANDY IS MADE"

Pioneer Specialized Publication for Confectionery Manufacturers
 PLANT MANAGEMENT. PRODUCTION METHODS. MATERIALS. EQUIPMENT. PURCHASING. SALES. MERCHANDISING

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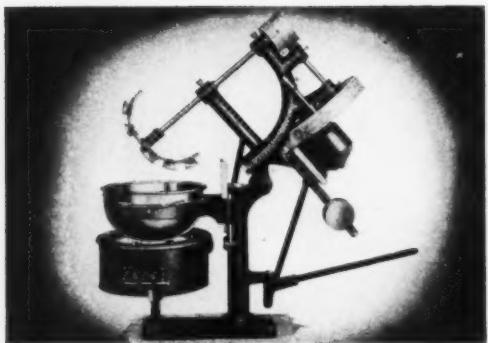


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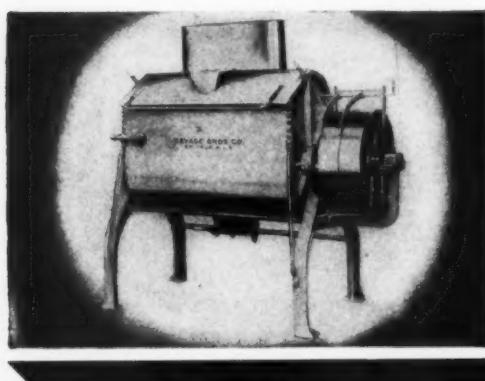


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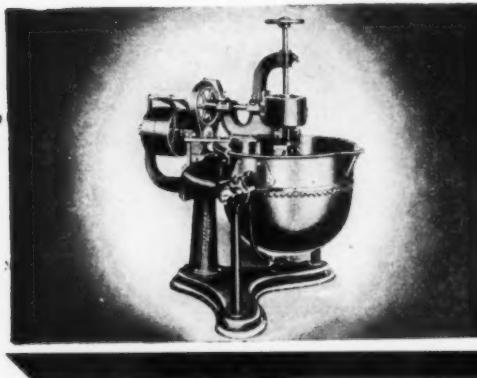
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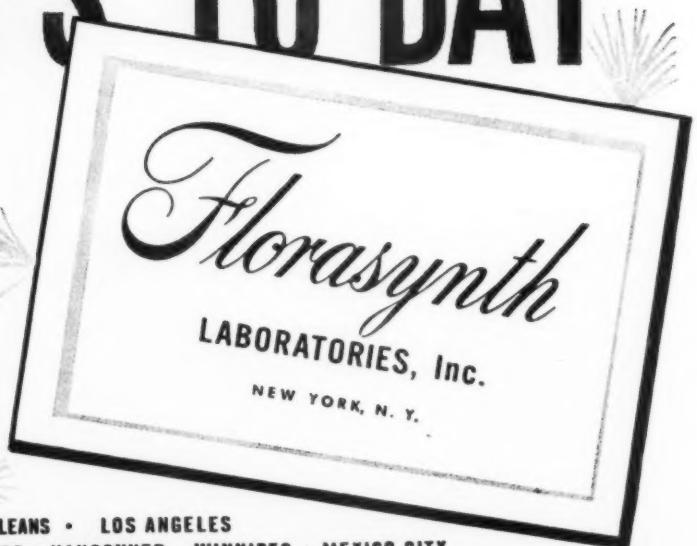
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"We're doing our best to see that your dealer receives his fair share of the Nestle's Chocolate Bars and EverReady Cocoa remaining after all the demands of war have been met. Please be patient if he can't supply you today."

Each customer will continue to receive his fair share of Nestle's products after the armed forces have been supplied. Your share is based proportionately on purchases made in 1941.

When Nestle's Chocolate products again become plentiful, strong national advertising will once more help you sell Nestle's quality chocolate products.



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GREETINGS

War is changing many things, but it cannot change in the least the deep appreciation we have for our friends.

So, while we all work or fight to bring sooner that great Day of Victory, we can still take time out to express the Season's Greetings. We wish you a Merry Christmas and good health and prosperity in the New Year.

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THE FIRST CHRISTMAS, TOO FOUND A WORLD AT WAR

It was not a quiet world that first Christmas. The Holy Land was in the grip of an invader. Soldiers were everywhere. Poverty was rampant. Only the Three Wise Men could see the Glory and the Promise of the Savior's Nativity.

Since that first bleak Christmas, faith in the triumph of right over wrong has endured through war, famine, pestilence. Better days have always succeeded the bad. Now, when the Spirit of the Season lifts our hearts as in happier years, let us not try to smother it as unworthy of all-out devotion to the mighty task at hand. Christmas is the very symbol of what we are fighting for.

In that spirit we wish all A Merry Christmas and a Happy and Victorious New Year!



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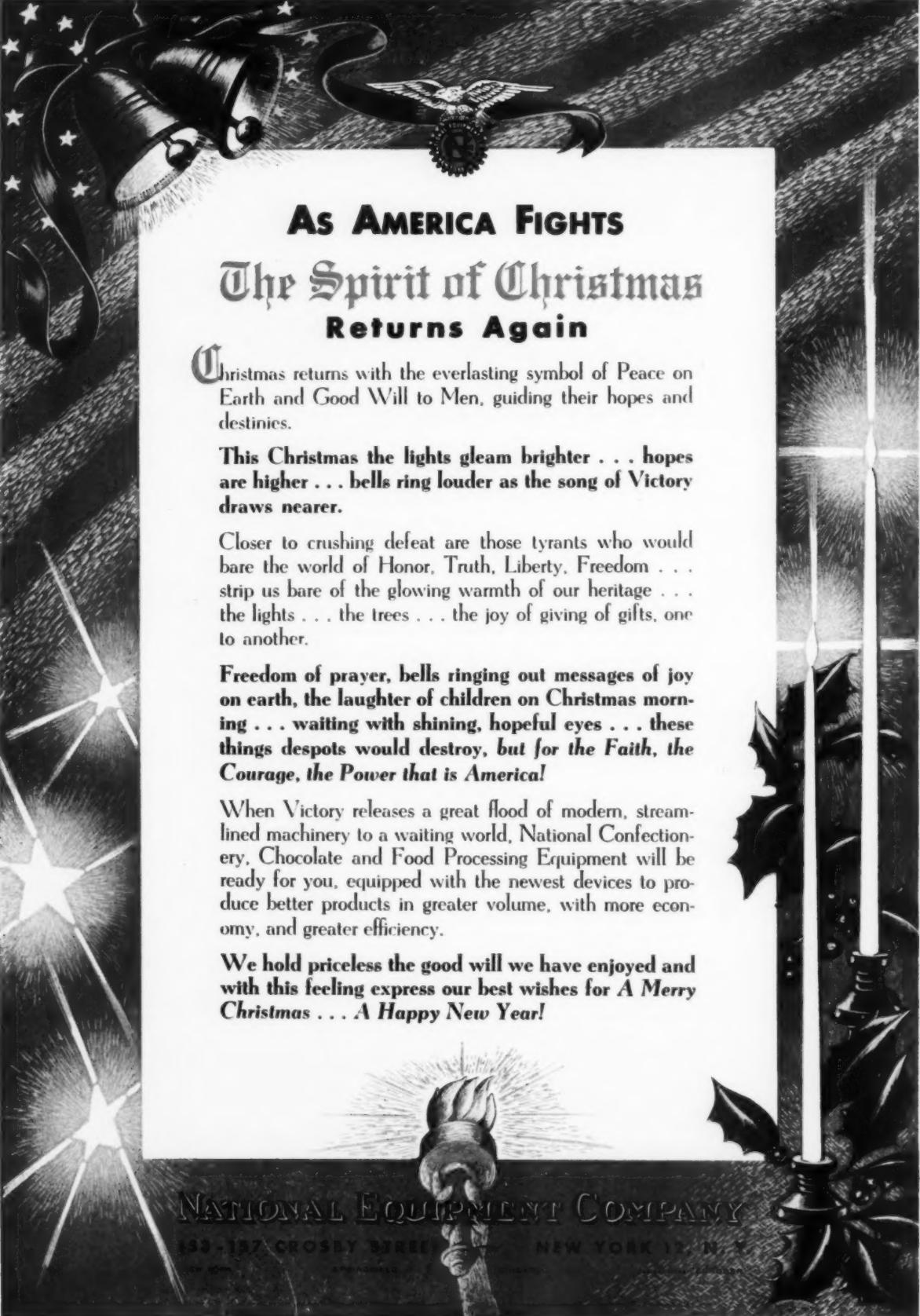
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As AMERICA FIGHTS

The Spirit of Christmas Returns Again

Christmas returns with the everlasting symbol of Peace on Earth and Good Will to Men, guiding their hopes and destinies.

This Christmas the lights gleam brighter . . . hopes are higher . . . bells ring louder as the song of Victory draws nearer.

Closer to crushing defeat are those tyrants who would bare the world of Honor, Truth, Liberty, Freedom . . . strip us bare of the glowing warmth of our heritage . . . the lights . . . the trees . . . the joy of giving of gifts, one to another.

Freedom of prayer, bells ringing out messages of joy on earth, the laughter of children on Christmas morning . . . waiting with shining, hopeful eyes . . . these things despots would destroy, but for the Faith, the Courage, the Power that is America!

When Victory releases a great flood of modern, streamlined machinery to a waiting world, National Confectionery, Chocolate and Food Processing Equipment will be ready for you, equipped with the newest devices to produce better products in greater volume, with more economy, and greater efficiency.

We hold priceless the good will we have enjoyed and with this feeling express our best wishes for A Merry Christmas . . . A Happy New Year!

NATIONAL EQUIPMENT COMPANY

183-187 CROSBY STREET

NEW YORK 12, N.Y.

Amiocca - A New Industrial Starch

By C. G. CALDWELL, Ph. D.
Research Dep't. National Starch Products, Inc.

Amioca is the commercial name for starch produced from the genetic variety of corn known as "waxy maize." The peculiar properties of waxy maize were first brought to notice in 1908, when the U. S. Department of Agriculture received samples of the seed from a missionary in China. The endosperm of the new corn had a different appearance and its cut surface resembled a hard wax, hence the term "waxy" was used to designate this type of corn.

Because in later years the starch prepared from waxy maize was found, rather surprisingly, to have properties similar to those of root or tuber starches such as tapioca and potato, a number of investigators in the various state Agricultural Experiment Stations and in the United States Department of Agriculture became interested in developing suitable types for commercial planting. It is interesting to note that the waxy type of endosperm starch is not limited to corn. Sorghum varieties have been grown in the United States for syrup, forage or grain, since 1854. The Chinese have grown and recognized glutinous (waxy) rice since ancient times. Several varieties of waxy barley are known.

Practical Source of Starch

Since the production of starch from corn is a thoroughly developed procedure, waxy maize is generally considered the most practical source of the waxy-type starch. The milling of sorghum grains has been considered, but these offer certain difficulties in the extraction and purification of the starch by usual methods. Unless the processes of manufacture and the quality of the waxy varieties are improved, the extraction of starch from sorghum seeds is likely to be expensive.

Development of a waxy hybrid corn suitable for growing in the corn belt was started in 1936 by the Iowa Agricultural Experiment Station, with the cooperation of the U. S. Department of Agriculture. Some work along these lines was also undertaken at the Illinois, Nebraska and Wisconsin Experiment Stations. Perhaps the easiest way to explain hybrid corn is to compare it to the mule. A mule is the first generation hybrid between the mare and the ass, and partakes of the better qualities of both parents. It does not reproduce but must be reproduced anew each generation for its value in itself, not for reproduction.

A corn hybrid is the first generation hybrid between two strains of corn. Its value is for seed in the production of a crop of commercial corn. This corn will grow, but cannot be used for seed without a loss in yield the succeeding generations. The advantages of hybrid corn are the larger yields and the superiority in

quality and in sturdy ability to withstand storms, disease and other vicissitudes. Finally, it must be remembered that not all corn hybrids are successful.

At the Iowa Experiment Station it was decided to convert to waxy a standard hybrid of wide adaptability and of proved superiority to ordinary open-pollinated corn. This particular hybrid was a double cross, that is, it was a hybrid between two single crosses involving four different inbred strains. Before developing the hybrid it was necessary to cross the inbred strains with a waxy strain and then to back cross the waxy strains of the four lines to the parent lines to regain their qualities of a good commercial corn and at the same time retain the waxy endosperm.

Waxy Hybrid Development is Slow

As is readily seen, the development of a waxy hybrid requires six or seven years, even when greenhouse facilities are used to get more than one generation a year. Limited quantities of waxy corn were grown in 1942 and slightly larger acreages were planted this last season in Iowa and Nebraska. It is anticipated that considerably larger acreages may be grown in 1944, providing the starch this year is found to perform satisfactorily in commercial trials and the economic conditions are favorable.

The growing of waxy corn on a commercial scale offers difficulties in that it must be sufficiently isolated

Illustration of differences in clarity between tapioca, corn and "Amiocca" starches. The samples were cooked in 15 parts of water to one part of corn starch over a boiling water bath, and were then allowed to cool to room temperature.



Christmas Wishes with a Special Ring



American Maize-Products Company

100 East 42nd Street, New York, N. Y.

from fields of ordinary corn to prevent cross pollination and thus contamination of the waxy corn with ordinary corn. Furthermore, care must be taken to see that the waxy is not mixed with ordinary corn during harvesting, cribbing and shipment. Since waxy maize apparently has no advantages as stock feed, it is generally agreed that commercial production will be limited to those areas in the corn belt where corn is raised primarily for market and not for home consumption as live-stock feed.

The first commercial milling test on waxy maize was made in January, 1942. As was anticipated, it handled about like ordinary corn in the milling operations, however, certain disadvantages of the waxy maize were observed. The yield of starch and oil were somewhat lower than usually obtained with ordinary corn and some difficulty was met with in the settling and filtering of the protein for incorporation in feed. The Amioca starch from this first small milling is now available in various modifications for experimental purposes.

In considering the properties of Amioca starch, it must be emphasized that recent advances in the knowledge of starch chemistry have shown that Amioca and starches from waxy or glutinous grains other than corn, differ from all other naturally occurring starches in that they possess only one component i.e., amylopectin. Other commercial starches are composed of amylopectin and amylose. The characteristic properties of amylopectin are clarity, stability in solution, lack of tendency to gel, and adhesiveness, while amylose is characterized by its tendency to gel and retrograde or thicken in solution and thus is responsible for the gelling characteristic and opaqueness of ordinary cornstarch.

Contains Only Amylopectin

In order to better understand the significance of the fact that Amioca contains only amylopectin, it is helpful to trace the recent developments that have clarified our conception of starch structure. Separation of starches into two components has been accomplished in several ways. Meyer (1) extracted starch with water at a temperature below the gelatinization point of starch. In this way the amylose fraction was partially removed, leaving behind the amylopectin. From quantitative estimation of the dimethyl, trimethyl and tetramethyl glucoses resulting from the hydrolysis of methylated starch, amylose and amylopectin, it has been shown that amylopectin consists of a branched structure of glucose chains while amylose consists of straight chain molecules such as are found in cellulose. Amylopectins have been found to have average molecular weights, considerably higher than those for amyloses.

Meyer reports values of 10,000 to 60,000 for amyloses and 50,000 to 1,000,000 for amylopectins. Hixon and Foster (5), on the basis of their viscosity studies, believe the molecular weight of amyloses to be somewhat higher than the 10,000 to 60,000 range indicated by Meyer.

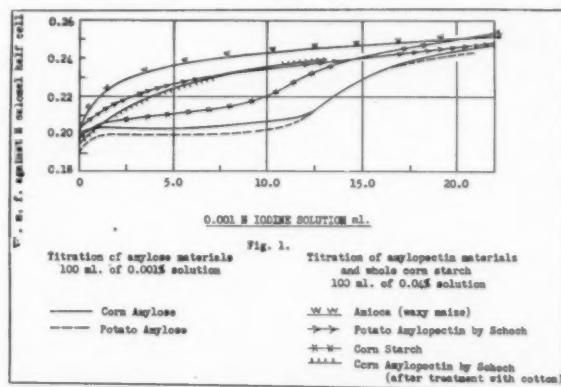
Pacsu (2) has found that the two fractions in starch may be separated by passing a dilute paste of the starch through cotton. Only the amylose is absorbed and on subsequent leaching of the cotton with warm water, it can be removed.

Schoch (3) has shown that amylose is precipitated by butanol while amylopectin is not. While corn and potato starches both yield approximately 22% of amylose by this technique, none at all is obtained from Amioca.

On the basis of the observation that the color of iodine-stained amylose is blue and that of amylopectin is purple to red, Bates, French and Rundle (4) concluded that a difference in the ability to bind iodine in complex formation might exist. Accordingly they titrated solutions of amylose and amylopectin potentiometrically with iodine. It was found that the activity of iodine in amylose solution remained essentially constant upon addition of iodine until complex formation was complete, while there was a continual rise in the iodine activity when iodine was added to amylopectin solution.

Starches containing both components showed a break in the curve, potential vs. iodine added. The point of inflection was a measure of the amylose fraction present in the starch. With this technique, the authors found the percentages of amylose in corn and potato to be in agreement with the values obtained in Schoch's butanol precipitation method. Here again it was not possible to demonstrate the presence of amylose in Amioca starch.

Typical curves from the data of Bates, French and Rundle are shown in Figure 1.



Curves illustrating the potentiometric titration of solutions of amylose and amylopectins with iodine solutions.



Illustration of the non-gelling character of tapioca and "Amioca" starches as compared with corn starch. The samples were cooked in 15 parts of water to one part of corn starch over a boiling water bath, and were then allowed to cool to room temperature.

In Table 1 are shown the percentages of amylose found by the above authors in various starches.

Table 1

<i>Starch</i>	<i>% Amylose</i>
Waxy rice	0
Waxy sorghum	0
Waxy corn (Amioca)	0
Waxy barley	0
Tapioca	17
Rice	17
Banana	20.5
Corn	21
Potato	22
Popcorn	23
Wheat	24
Sago	27
Lily bulb	34

One difficulty presented by picturing the properties of starch as dependent on the presence or absence of the amylose fraction is that corn and potato starches although entirely different in properties show approximately the same content of amylose. One explanation was indicated by Bates, French and Rundle (4) when they noticed that the amounts of iodine bound in complex formation by amyloses from corn and potato starches were different. Foster and Hixon (5) investigated the viscosities of various samples of amylose to confirm the belief that amylose molecules are linear and that differences between the various ones are due to differences in chain length.

Potato Amylose Molecules Longer

Amylose from potato starch is believed to consist of much longer molecules than amylose from corn starch and this then would explain the reduced tendency of potato amylose to gel or retrograde since the longer chains would have more difficulty in becoming oriented parallel to one another for precipitation or crystallization. It should be pointed out that the non-gelling character of amylopectin is attributed to the branched nature of the molecules which prevents the orientation taking place that is necessary for precipitation or retrogradation.

Just as the amyloses from different sources have different molecular weights so also do the amylopectins. In addition, it has been indicated that the degree and extent of the branching of amylopectins from different starches may show some variation. The amylopectin from ordinary cornstarch is thought to be very similar to *Amioca*.

An important result of the fact that *Amioca* contains no amylose is that modified products such as thin-boiling starches made by wet acid hydrolysis retain the fluidity and non-gelling character of the original starch. This is in strong contrast to both potato and tapioca starches whose acid conversion products tend to be unstable and gel up because of the presence of shortened amylose molecules.

Hixon and Sprague (6) have reported *Amioca* starch to gelatinize sharply starting at 70° C. and proceeding over a range of only 8°. This is in contrast to ordinary cornstarch which begins to gelatinize at 64° and continues over a range of 30° or more. The hot viscosity of dilute *Amioca* starch pastes has been reported greater than that of tapioca at temperatures of 75° to 90° C.

Considerable impetus has been given to the development of *Amioca* because of the curtailment of importations of tapioca starch. There was before the war an annual tapioca consumption in the United States of

350,000,000 pounds. Much of this has been replaced by cornstarch. However, it is estimated that from 75,000,000 to 100,000,000 pounds of tapioca are used for purposes where the properties of tapioca make it superior to other starches. It is believed that *Amioca* starch together with the dextrines and other modification to be made from it, will be of great interest to the food industries as a replacement for tapioca and potato.

In considering the commercial development of *Amioca* starch, it should be pointed out that its economic future is uncertain inasmuch as after the war it will have to compete with tapioca and related starches from Brazil, San Domingo and other countries in the West Indies, East Indies and Holland. A considerable quantity of these starches is accumulating in these countries and as the cost of growing waxy corn and milling it into starch is appreciably higher than that of regular cornstarch, it is difficult to see how *Amioca* will be able to compete if large quantities of tapioca are again imported at relatively low prices. As the present status of the tapioca plantations in the Dutch East Indies now in Japanese possession, is unknown, it is impossible to predict how soon after the war tapioca shipments from the Far East will be resumed.

As has been indicated, *Amioca* may prove to have advantages for certain uses since it is the only commercial starch available that consists solely of amylopectin. Confirmation of its advantages awaits more thorough commercial trials of *Amioca* and modified *Amioca* products and the possible development of new uses of starch for which *Amioca* is better suited than any other.

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Dr. Hockett Takes Sugars Post

INITIATING a broad program of research into the chemical and nutritional properties of sugar, Joseph F. Abbott, President of the Sugar Research Foundation, today announced the appointment of Dr. Robert C. Hockett, Associate Professor of Organic Chemistry at the Massachusetts Institute of Technology, as Scientific Director of the Foundation.

In announcing this development, Mr. Abbott, who is also President of the American Sugar Refining Company, said "this appointment constitutes the first step in a new and extensive scientific program to extend knowledge of the role of sugar and other carbohydrates in the human body and also of the chemical transformations to which sugars can be subjected."

Dr. Hockett is a member of the American Chemical Society, the American Association for the Advancement of Science, American Academy of Arts and Science, the American Association of University Professors and the New York Academy of Science. He is vice chairman of the Division of Sugar Chemistry and Technology of the American Chemical Society, and a member of the editorial board of the Committee for Inter-American Scientific Publication, an agency which assists in publication of papers by Latin American scientists in United States scientific journals.



Cut and dried peppermint herb being stacked on wagons to be conveyed to the distillery.

A Survey of

AMERICAN AND EUROPEAN PEPPERMINT OILS

By DR. ERNEST GUENTHER

*Chief Research Chemist,
Fritzsche Brothers, Inc.*

PART III

BEFORE describing the methods of harvesting, we should discuss briefly the development of the oil in the cells as the plant matures. Kleber¹⁵ observed on American peppermint oils that the plant first develops menthone, which in later stages is transformed into menthol. Bacon, Jenison and Kremers¹⁶ assumed that menthone and menthol originate by reduction of a previously formed menthenone.

Rutowski and Trawin¹⁷, studying Russian peppermint in the Experiment Station at Ogino, near Moscow, found that, with progressive plant development, the content of menthol increases while that of menthone decreases.

Their oils distilled from peppermint in various stages of development were analyzed as in Chart No. 3:

This is important insofar as menthone possesses a bitter, rather disagreeable odor, an excess of which is most undesirable in peppermint

oils of high quality. It has been claimed that the high menthone content (about 25%) of Japanese oils is caused by the distillation of plants harvested prematurely. On the other hand, good commercial oils must have a high menthol content, the Pharmacopoeia prescribing a minimum of 50 per cent menthol, free and as esters. Sardanowsky¹⁸ found that the percentage of menthol in peppermint oil increases with progressing age of the plant and attains the maximum near the end of blossoming.

Rabak¹⁹ observed that oils from

shaded plants contained less acid, ester menthol, free and total menthol, than oils distilled from plants which had grown in full daylight. Ssobolewskaja²⁰ arrived at similar conclusions: two year old plants which had been exposed to normal light yielded oils of 51 to 65 per cent total menthol and only 2.5 to 5.3 per cent menthone content, while shaded plants yielded oils of only 47 to 53 per cent total menthol and 11.8 per cent menthone content.

These findings are interesting and may explain why during prolonged spells of cloudy or rainy weather the

DATE	STATE OF VEGETATION	E. V. A. V.	E. V. A. A.	MENTHOL				
				ester.	free	total	Menthone	
July 17-19	Long before blooming	0.49	29.46	158.64	8.21%	39.67%	47.88%	13.04%
Aug. 8	Without buds	0.81	26.05	170.51	7.25%	44.85%	52.10%	
Aug. 14	With buds	0.64	28.61	176.39	7.97%	46.07%	54.04%	6.38%
Aug. 31-Sep. 3	Beginning of blooming	0.75	40.00	195.73	11.16%	48.82%	59.98%	7.22%
Sep. 17-18	Full bloom	0.47	48.11	195.97	13.04%	46.33%	59.73%	1.43%
Oct. 3	End of blooming	0.64	56.28	201.02	15.68%	45.00%	60.68%	2.46%

CHART No. 3

menthol in peppermint remains low, the menthone high. However, the experts of Purdue University, Lafayette, Indiana, are inclined to believe that this is purely a matter of plant maturity, shading or lack of sunshine merely delaying the growth.

As far as the content of oil in the plant is concerned, Sardanowsky²¹ reports that the oil accumulates with progressing age and reaches its maximum yield in the interval between inflorescence and the opening of the flowers.

Ellis, Fawcett, Gaylord and Baldinger²² recently undertook a most interesting and detailed study in order to determine the stage of maturity at which to cut peppermint for maximum oil production and also to determine when the physico-chemical constants of the oils—most closely approached the standards of the United States Pharmacopoeia.

Maturity Stage Indefinite

The stage of maturity is more difficult to judge under field conditions than in small plots, since plants of all degrees of maturity are found in the larger areas. In "row mint," however, maturity is easier determined than in "meadow mint" because the plants develop more evenly. Ellis and collaborators came to the conclusion that in most cases the yield of oil increases as the herb is allowed to approach maturity—that

disease is seriously reducing the foliage. The second exception occurs when planting stock is to be taken as the yield from peppermint plants decreases in accordance with the length of time the previous crop was allowed to stand before cutting.

Cutting Time Important

From all observations it appears that for practical purposes the harvesting should be done when the mint is in bloom, in order to obtain the optimum of oil yield and menthol content. The oil content decreases rapidly after maximum bloom as the foliage begins to fall. If cut late, the loss of oil is greater than if the crop is harvested prematurely but, as explained, in the latter case the content of menthol is subnormal, that of menthone too high for delicacy and sweetness of odor.

It is important to time cutting properly as the individual plants open at different times and the period of bloom extends over several days. In case of a large acreage it is advisable to start harvesting when the first bloom shows in order to complete the last part of the crop while most of the plants are still in bloom. Evidently, these rules cannot always be strictly adhered to as insects, diseases and weather conditions might necessitate an earlier harvest.

In fact, the period of the year in

falling down of the plants in the fields or lodging, thus forming mold and loss of lower leaves with a subsequent inferior yield and quality of oil.

Since new mint matures later than old mint, it is possible to harvest the old fields before the new ones. Thus "meadow mint" in the Middle West is cut end of July to beginning of August, "row mint" during the latter part of August and early September. During some seasons it is possible to make two cuttings. The second harvest, known as "clipplings," however, produces only an inferior quality of oil, low in menthol, which must be sold as a second rate product.

Second Cutting Unadvisable

A second cutting is not advisable unless the field will be discontinued, because it generally ruins the stand and strength of a planting. Ordinary hay mowers, usually equipped with a short cutter bar, serve for cutting the mint which, on small fields, could also be done by hand, using scythes.

The cut mint is allowed to die in the swath and to cure until about half dry. The time required for this process evidently depends upon the weather. Under favorable conditions the hay may be raked the following morning or the drying may require three or more days. Usually it is left in the fields for 48 hours. It is said, but not actually proved, that peppermint hay rained upon previous to distillation gives less yield and a discolored oil. The explanation lies probably in the fact that wet mint is very difficult to distill and, in most cases, cannot be completely exhausted.

The spread mint is turned over into windrows with side delivery rakes, later bunched into hay cocks, resembling those made for drying clover hay, loaded with hay loading equipment on trucks or wagons, and finally transported to the distilleries.



Peppermint hay,
after being cut,
drying in the
fields.

is, full bloom. The data on the chemical composition show a progressive increase in the percentage of total menthol and esters with delayed cutting.

In the opinion of these authors, there exist two exceptions for cutting peppermint before maturity. One is when the plant is infected with anthracnose ("leopard spots"). In this case, the mint should be cut the moment it becomes apparent that the

which the plants should be cut varies considerably with the weather. The blooming mints contain the maximum amount of oil during dry and warm weather. The cutting should be done early in the day. Shining globules of oil may be observed on the underside of the leaves when tilting them in sunlight, indicating, thereby, that the oil is well "up" in the leaves.

A prolonged rainy spell may cause

15. *Ber. Schimmel & Co.*, April 1914, 79.
16. *Journ. Amer. Pharm. Assoc.* 12 (1924), 1075.
17. *Riechstoff Industrie* 4 (1929), 124. See also *Ber. Schimmel & Co.*, 1930, 68.
18. *Pharm. Journ. No. 1, Kharkov* 1929. See also *Ber. Schimmel & Co.* 1930, p. 66.
19. *Op. cit.*
20. *Transactions Scientific Chem. Pharm. Inst. No. 19, Moscow*, 1928, p. 194.
21. *Op. cit.*
22. *Op. cit.*

National Confectioners' Association

Holds Semi-Annual Meeting

1944 Convention Dates Set

Increased interest in post war planning and in the continued development of research activities both technical and market are trends in industry thinking as indicated by the discussions of the Board of Directors of the National Confectioners' Association when they met in Chicago November 13 and 14.

Full cooperation on the part of the nation's candy makers with national and local branches of the Committee On Economic Development was pledged by the NCA directors. Formation of a special committee to consider probable post war problems of the industry is now in progress. Members will be announced at an early date.

A keynote of the meeting was the discussion on possible research activities to be undertaken by the Association. Projects now in progress at the candy laboratory located in the Southern Regional Laboratory of the Department of Agriculture were described by O. B. Elmer, NCA Research Committee, Elmer Candy Company, New Orleans.

Affiliation with the newly formed Food Industry War Council was authorized. Edwin O. Blomquist, E. J. Brach & Sons, was appointed to represent the industry on this council which is an organization fostered by the Food Industry War Committee and formed for purposes of giving adequate consideration to the common problems to be faced by food industries as a result of the war.

In his report, briefly summarizing the activities of the association, NCA President Philip P. Gott gave a "blow by blow" description of the 1943 Excise Tax fight and expressed his gratitude "for the able and sustained assistance given to the special NCA committee by the various candy manufacturers, candy associations and members of allied groups who have stressed the fact that candy is a low priced concentrated energy food. Without the fine cooperation and support of these individuals and groups, the Excise Tax might have a different ending."

In reference to the distribution of NCA educational



The National Confectioners' Association directors held a meeting in Chicago on November 13-14. Above are those who attended: L. to R.: (seated), John McKey, Euclid Candy Co., Inc.; Paul G. Sandell, Miss Morris Candies, Inc.; Harry L. Brown, Brown & Haley; Philip P. Gott, President NCA; Charles F. Scully, Williamson Candy Co.; and Theodore Stempel, E. J. Brach & Sons.

(Standing), Arthur L. Stang, The Cracker Jack Co.; Charles C. Chase, Chase Candy Co.; John H. Reddy, New England Confectionery Co.; C. R. Kroekel, Kroekel-Oettinger, Inc.; E. R. Wood, National Candy Co.; Irvin C. Shaffer, Just Born, Inc.; O. F. Sealy, Johnson-Fluker Co.; Herman L. Hoops, Hawley & Hoops; and Thomas A. Ryan, NCA Executive Assistant.

Bob McCormack, Bobs Candy & Peanut Co., who was also present at the meeting is not in the picture.

materials Mr. Gott reported "Requests from approximately 10,000 school teachers for nearly a half million pieces of educational material have been received since September 1943. Orders are now being received for about 1,000 pieces daily."

NCA directors learned that the membership in the association increased to 455 members since June 2, 1943. Of this number 324 are active and 131 associate. Three candy manufacturers were voted to active membership by the board. They are Staley Inc., Los Angeles, Calif.; The Euclid Underwriting Corp., Brooklyn, N. Y.; and Evans Candy Co., Atlanta, Ga.

Tentative plans were made to hold the association's 61st annual meeting in New York on June 6, 7, and 8 at the Waldorf Astoria. The meeting will take the form of a streamlined conference similar to the NCA meeting

held in Chicago last June.

Members of the NCA Research Committee who were in attendance during the directors' meeting were Paul G. Sandell, Miss Morris Candies, Inc., Minneapolis; C. O. Dicken, E. J. Brach & Sons, Chicago; H. B. Cosler, Pan Confection Factory, National Candy Co., Inc., Chicago; and O. B. Elmer, Elmer Candy Co., New Orleans.

Eastern members of the research committee held a special research conference in New York on November 4 at which the same topics as scheduled for the Chicago meeting were discussed. Present at this conference were C. R. Adelson, Delson Candy Co., N. Y., Ernest Peakes, New England Confectionery Co., Cambridge, Mass., and Joseph R. Maxwell, Stephen F. Whitman and Sons, Philadelphia, Pa., member of the NCA Research Committee; Dr. George R. Cowgill, physiologist; Herman L. Hoops, Hawley & Hoops, N. Y. and Irvin C. Shaffer, Just Born, Inc., NCA Directors, Herman Heide, Henry Heide, Inc., N. Y.; Thomas J. Ryan, Mason, Au & Magenheimer, Brooklyn, N. Y.; Dr. Stroud Jordon, American Sugar Refiners, N. Y.; J. A. King, Nulomoline Co., N. Y.; and Philip P. Gott, NCA President.

Fact Finding Study of Industry Being Made

The special fact-finding study of the confectionery industry now being made is designed to uncover attitudes and opinions affecting the production and marketing of confections.

According to Theodore Stempel, chairman of the Council on Candy As Food in the War Effort, different age groups and income groups will be surveyed for attitudes and opinions on candy. Special investigation will also be conducted among certain professional groups such as doctors, dentists, nurses, dietitians, teachers and others whose opinions and recommendations may have direct bearing on the future of the candy industry.

In order to determine the scope of the work, the Leo Burnett Company, which has been retained to make the study, conducted a preliminary inquiry among members of the Steering Committee as well as other representative members of the industry. All NCA members have been invited to suggest typical questions for inclusion in the study.

The character and scope of future educational activities of the industry will be charted by the findings. According to present plans, the report on the survey and recommendations for the future program will be presented to industry members at several important candy producing centers such as New York, Boston, Chicago, Philadelphia and San Francisco.

This action was recommended to NCA Board of Directors following an exhaustive review of different proposals by the Council Committee and other members of NCA at a recent conference.

Peanut Advisory Committee Meets



The Peanut Food Industry Advisory Committee met recently in Washington, D. C. You'll recognize certain well-known members of our industry and the supply field in this group. Among them are: Alex Woldert, Woldert Peanut Co., Tyler, Texas, (fourth from left at table); A. Obici, president, Planters Nut and Chocolate Company, Suffolk, Va., (at table, 16th from left); Robert McCormack, Bob's Candy and Peanut Co., Albany, Ga., (at table, 6th from right); W. J. Lavery, Curtiss Candy Co., Chicago, (at table, 5th from right); J. C. Lankenau, Loose-Wiles Biscuit Co., Long Island City, N. Y., (at table, 4th from right); and T. Earle Bourne, Treas.-Gen'l Mgr., Schindler's Peanut Products, Washington, D. C., (at table, 1st on right).

McKinstry Honored by Employees

Samuel D. McKinstry, pioneer in the Pacific Northwest confectionery industry was honored recently by employees when he and Mrs. McKinstry observed their Golden Wedding anniversary. They paused briefly but enthusiastically to congratulate their chief, co-founder of the Imperial Candy Co., Seattle, and to present him with a gift. Members of the family were present to help observe the occasion.

New Ceilings on Some Hard Candies

THE OPA has adjusted prices for seasonal hard candies in establishing specific cents-per pound levels for both imported and domestic kinds. The pricing provided by Amendment 59 to SR 14 gives domestic producers higher levels than those prevailing in March 1942. Hard candies are generally brought into production in the fall of the year for holiday sales.

The order is not intended as a general hard candy regulation. In other words, it does not apply to all types and varieties of hard candy. The order is not compulsory, but optional. That is, if manufacturers or retailers have legally established prices under General Maximum Price Regulation, they are permitted to continue to sell hard candies at said prices or they can elect to conform to the new order.

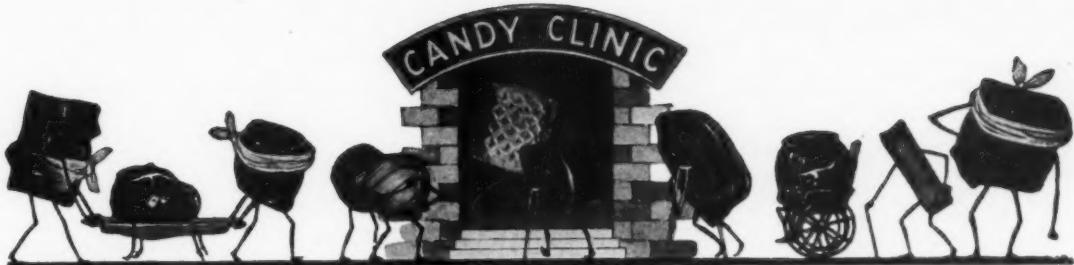
There apparently is no time restriction in the order. It is not necessary for the candy manufacturers to file prices with any Government agencies before making sales. However, the candy manufacturer must notify the distributors and indicate the prices at which said distributors must sell merchandise sold by the manufacturer under this order. Although the manufacturer is permitted to sell the 50% assortment in bulk, 5 pound boxes and 1 pound bags at one cent per pound higher than the solid hard candies, the wholesalers and retailers are required to sell both types at the same prices.

New York Candy Executives Club Meets

Approximately 50 members of the Candy Executives' and Associated Industries' Club heard Mr. Don F. Copell, Chief Engineer of the Wagner Baking Co., Newark, N. J., as he delivered his talk on "Better Utilization of Man and Woman Power—How and Where to Get it," before the Club's meeting on November 16, in Brooklyn. Mr. Copell is also a consulting engineer on food machinery, designing, building, construction and alteration. He showed color and sound films emphasizing the value of work simplification methods after his talk.

Durant Candy Company Moves

The Durant Candy company, formerly located in the Shop building east of Durant, Oklahoma, is now in production at 124 S. Second Avenue in that city.



THE INDUSTRY'S CANDY CLINIC

HELD MONTHLY BY THE MANUFACTURING CONFECTIONER

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus avail-ing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "pre-scriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

1943 Candy Clinic Selections

CODE 1C43

Chocolate Fudge Marshmallow Sandwich—2½ ozs.—5c

(Purchased in a retail store,
Boston, Mass.)

Appearance of Bar: Good.

Size: Good.

Wrapper: White glassine printed in blue and yellow.

Bar: Bar has a layer of marshmallow with a layer of chocolate fudge on top and bottom.

Coating: Fair.

Center:

Marshmallow: Good.

Fudge: Good.

Remarks: A good eating bar. Bar is different and should be a good seller.

Review—This bar was picked as one of the best of the year; fudge was soft and not hard and dried out, as we find in most fudge and marshmallow bars. Quality also was very good.

CODE 1Q43

Milk Chocolate Coated Caramel Pecan Bar—1 oz.—5c

(Purchased in a drug store, Chicago, Ill.)

Appearance of Bar: Fair.

Size: Good.

Coating: Milk Chocolate: Good.

Center: Color: Good.

Texture: Good.

Taste: Good.

Remarks: One of the best bars of its kind that the Clinic has examined in some time. Suggest a more attractive wrapper. For a 5c seller, wrapper is too plain.

Review—The Clinic finds most caramel bars of this type hard, tough and

in most cases have a strong condensed milk flavor. This bar had a good cream flavor, was tender and was coated with a very good milk chocolate coating.

CODE 1I43

Peppermint Twists—12 sticks—10c

(Purchased in a department store,
Chicago, Ill.)

Appearance of Package: Good.

Size: Good. Twelve sticks wrapped in cellulose tied with blue cellulose ribbon, white seal inside printed in red.

Color of Stripes: Good.

Workmanship:

Gloss: Fair.

Spinning: Good.

Flavor: Good.

Remarks: The best package of its kind that we have examined this year. Cheaply priced at 10c.

Review—The Clinic examines many samples of hard candy stick twists, etc., during the year and find in most cases careless workmanship and cheap flavors. These twists were well made and had a very good peppermint flavor.

CODE 1J43

Assorted Hard Candies —14 ozs.—50c

(Purchased in a retail candy shop,
New York, N. Y.)

Box: On layer, printed in red, green, white, yellow and blue. Santa Claus scene, white paper wrapper tied with red, white and blue cord.

Appearance of box on opening: Good. All pieces wrapped in cellulose.

Peppermint Sticks: Good.

Peppermint Canes: Good.

Long Flat Chips: Good.

Pops: Good.

Fancy Clear Shapes: Good.

Remarks: Assortment good. Candy is well made, very good flavors. Neatly packed, attractive box top.

Review—The Clinic seldom finds a box of hard candy that is up to the standard of this box. In most cases, the candy is sold in a cellulose bag and if a box is used, the candy is broken, etc. When opened this candy was neatly packed and in fine condition.

CODE 3A43

Caramels—1c

(Purchased at a cigar counter,
Chicago, Ill.)

Appearance of Piece: Good. Each piece is wrapped in wax paper.

Color: Good.

Texture: Good.

Taste: Good.

Remarks: One of the best 1c caramels that the Clinic has examined this year.

Review—For a 1c piece this was outstanding, well made, had a good flavor and was tender. Most 1c caramels are tough and have a very cheap taste.

CODE 3F43

Chews—½ ozs.—1c

(Purchased at a cigar store,
Chicago, Ill.)

Size: 8 pieces, each wrapped in paper, wrapped in printed cellulose wrapper.

Color: Good.

Texture: Good.

Taste: Good.

Remarks: The best 1c package of its

kind that the Clinic has examined this year.

Review—It is surprising what some manufacturers can turn out for a 1c package. This package containing 8 pieces is far better quality than some 2 and 3 pieces for 1c that we have examined. As a rule these pieces are so tough and tasteless that only the "Kids" would eat them.

CODE 3E43

Walnut Taffy Squares

—2½ ozs.—5c

(Purchased at a cigar counter,
Chicago, Ill.)

Appearance of Package: Good.

Size: Good. 15 pieces, each wrapped in printed wax paper placed in a printed boat, cellulose wrapper.

Color: Good.

Texture: Good.

Taste: Good.

Remarks: The best package of its kind that the Clinic has examined this year.

Review—The Clinic has examined this same package a number of times and always have found the quality the same. Piece is well made and good eating.

CODE 3K43

Chocolate Coated Coconut Bar

—2 pcs.—2 ozs.—5c

(Purchased in a cigar store,
New York, N. Y.)

Appearance of Package: Good. Glas-

sine wrapper printed in orange, blue and brown.

Coating: Good.

Center:

Color: Good.

Texture: Good.

Taste: Good.

Remarks: One of the best coconut bars of its kind on the market. Well made and good eating.

Review—The Clinic has examined many coconut bars during the year and find very few that are good, many "filled" with cereal and very little coconut. Most are flavored with an imitation extract.

This bar had a good true coconut taste and coconut was tender. We find coconut in some pieces that chew like saw dust.

CODE 3R43

Salted Jumbo Peanuts

—4 ozs.—10c

(Purchased in a drug store,
New York, N. Y.)

Appearance of Package: Good. Plain cellulose bag with metal clip on top.

Size of Peanuts: Good.

Roast: Good.

Texture: Good.

Salt: Good.

Taste: Good.

Remarks: The best salted Jumbo peanuts that the Clinic has examined this year.

Review—These peanuts were of good

size mostly whole, the proper amount of salt was used and peanuts were roasted well. The Clinic examines many salted peanuts that are not roasted enough, hardly any salt remains on the nuts and many times the nuts are soft and tough.

CODE 3P43

Caramel and Nougat Assortment

½ lb.—40c—(80c the pound)

(Purchased in a retail store,
San Francisco, Calif.)

Appearance of Package: Good. One layer type box. Brown with white cover that has a floral design printed in red. Name embossed in gold.

Size: Good.

Contents: Caramels and Chews.

Vanilla Nut Caramel: Good.

Plain Vanilla: Good.

Chocolate Nut Caramel: Good.

Assorted Chews: Good.

Vanilla and Nougat: Good.

Chocolate and Nougat: Good.

Remarks: The best caramels and chews that we have examined in a long time. Very good quality and candy was well made.

Review—This was an outstanding box of caramels and chews, takes us back a number of years, when a box of this type of candy was popular, most consumers prefer a box of chocolates today.

Caramels had a good cream taste.

Chews were well flavored and of

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the best quality. Flavors were of the best.

CODE 3Q43

Assorted Caramels—1½ ozs.—5c

(Purchased at a cigar counter,
 Chicago, Ill.)

Appearance of Package: Good. Seven cellulose wrapped caramels on a board, cellophane wrapper.

Contents:

Vanilla Caramel:

Color: Good.
 Texture: Good.
 Taste: Good.

Chocolate Caramel:

Color: Good.
 Texture: Good.
 Taste: Good.

Remarks: The best 5c caramel package that we have examined in a long time.

Review—The Clinic finds very few of these 5c packages of caramels on the market the past few years. These caramels were of very good quality, tender and had a good cream taste. We often wonder how the manufacturer can make a living profit on a package of this quality for 5c.

CODE 4D43

Licorice Twists—1¼ ozs.—5c

(Purchased at a candy stand,
 New York, N. Y.)

Appearance of Package: Good. Cellulose wrapper, printed in red, white and gold.

Size: Good.
Color: Good.

Texture: Good.

Flavor: Good.

Remarks: The best licorice twist that the Clinic has examined this year. A large looking 5c package of licorice.

Review—These licorice twists were picked as the best because they had a good true licorice flavor, were tender eating and were neatly packed.

CODE 4F43

Marshmallow and Peanut Bar— 1¼ ozs.—5c

(Purchased in a drug store,
 Chicago, Ill.)

Appearance of Bar: Good. Cellulose

wrapper, printed in red, white and blue.

Size: Good.

Coating: Good.

Peanuts: Good.

Center: Color: Good.

Texture: Good.

Taste: Good.

Remarks: The best peanut butter and marshmallow bar that the Clinic has examined this year.

Review—This bar had a very good peanut butter flavor. Marshmallow was tender and coating was of very good quality.

The Clinic finds many peanut butter pieces that are filled up with flour of all kinds and very little peanut butter.

CODE 4E43

Nut Bar—2 ozs.—5c

(Purchased in a drug store,
 Chicago, Ill.)

Appearance of Bar: Good. Glassine wrapper, orange color printed in red, white and blue.

Size: Good. Bar is a molasses sponge and peanut butter caramel.

Center: Color: Good.

Texture: Good.

Taste: Good.

Remarks: Bar is different from the regular molasses and peanut butter bar, very good eating and of good quality.

Review—The Clinic finds a number of bars of this type on the market but

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P.R. DREYER INC.
 119 WEST 19th ST., NEW YORK, N.Y.

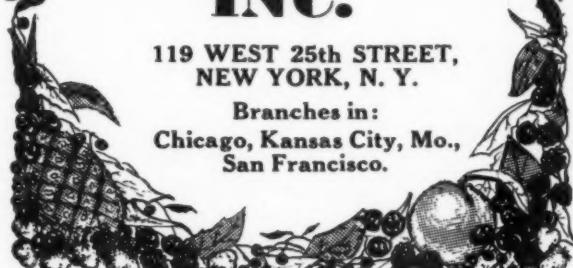
Merry Christmas

May this jolly season
flavor your life with the
wealth of happy living
and the coming year
bring you increased pros-
perity and peace.

STANDARD SYNTHETICS INC.

119 WEST 25th STREET,
NEW YORK, N. Y.

Branches in:
Chicago, Kansas City, Mo.,
San Francisco.



for December, 1943

Soy
PRODUCTS

FOR THE

CANDY MAKER

SEND FOR INFORMATION
AND SAMPLES



CENTRAL SOYA CO., INC.
FORT WAYNE, INDIANA

Processors of Quality
SOY PRODUCTS



page 27

none are up to the standard of quality of this bar.

Bar was tender, had a good peanut butter flavor and was soft. Most centers of this type are hard and tough.

CODE 4N43

Assorted Licorice Pieces—1 lb. —39c

(Purchased in a lunch room,
Tenafly, N. J.)

Sold in Bulk:

Panned Licorice Pieces: Good.

Nonpareil Coated Pieces: Good.

Licorice Squares: Good.

Licorice Strings: Good.

Remarks: The best licorice assortment at this price that the Clinic has examined this year.

Review—This assortment of licorice pieces was of the best quality, had a good true licorice flavor, pieces were tender and had a good bright finish. Many licorice pieces of this type are dull looking, tough and lack a true licorice flavor.

CODE 3U43

Salted Peanuts—1 1/4 ozs.—5c

(Purchased in a railroad depot,
Boston, Mass.)

Appearance of Package: Good.

Peanuts: Spanish.

Roast: Good.

Salting: Good.

Texture: Good.

Taste: Good.

Remarks: The best 5c package of salted peanuts that we have examined this year.

Review: The Clinic finds many samples of Spanish salted peanuts that are not good eating because they are not roasted enough. These peanuts were well roasted, were brittle and had the right amount of salt on them. We find in many samples that the salt does not stick on peanuts that have skins on.

CODE 4S43

Licorice Pastilles—1 oz.—5c

(Purchased in New York, N. Y.)

Appearance of Package: Good.

Size: Good.

Box: Folding, printed in red and black cellulose wrapper.

Diamond Shape Pastilles:

Color: Good.

Texture: Good.

Flavor: Good.

Finish: Very Good.

Remarks: We think this is the best 5c licorice pastilles on the market. Very well made, a good licorice flavor.

Review—Most licorice pieces of this kind are too hard to chew. These were tender and still hard enough to be a pastilles, had a good finish and good licorice flavor.

CODE 4I43

Panned Hard Candy Nut Toffees —1/2 lb.—35c

(Purchased in a department store,
Chicago, Ill.)

Appearance of Package: Good. Cellulose bag, printed in brown and yellow.

Colors: Good.

Panning: Good.

Finish: Good.

Centers: Nut Toffees.

Texture: Good.

Taste: Good.

Coatings: On centers: Good.

Remarks: This panned nut toffee is the best that the Clinic has examined this year, well made and good eating. Should be a good seller.

Review—This is the first time that the Clinic has examined a piece of this kind and was surprised to see how well this tasted. Toffee was tender and had a good butter flavor. Panning and finish was well done. A good eating piece.

CODE 4T43

Hard Candy Pop—1/2 oz.—1c

(Purchased in a 5c & 10c Store,
Chicago, Ill.)

Appearance of Pop: Good. Wrapper, cellulose printed in white.

Size: Good.

Color: Good.





SOLVAY

TRADE MARK REG. U. S. PAT. OFF.

provides
Chocolate
Manufacturers
with
High Grade
**POTASSIUM
CARBONATES**



Available in:

CALCINED 99-100%

HYDRATED 83-85%

LIQUID 47%

SOLVAY SALES CORPORATION

Alkalies and Chemical Products Manufactured by
The Solvay Process Company

40 RECTOR STREET

NEW YORK 6, N. Y.

BRANCH SALES OFFICES:

Boston • Charlotte • Chicago • Cincinnati
Cleveland • Detroit • New Orleans • New York
Philadelphia • Pittsburgh • St. Louis • Syracuse



THE PICK OF THE

Grape CROP

When it comes to Grape Flavors, the pick of the crop is GRAPE FLAVOR MAGNUS. It has all the tangy, zestful flavor you experience when you sink your teeth into a big, luscious grape fresh from the vine. Its flavor is so true, its all-around quality so high, no wonder its moderate price is a constant source of surprise. Write for a testing sample. Recommended proportion—1 to 2 oz. to 100 lbs. of hard candy.

imitation

GRAPE FLAVOR MAGNUS

concentrated

MAGNUS, MABEE & REYNARD, INC.

FOUNDED 1890... ONE OF THE WORLD'S GREATEST SUPPLIERS OF ESSENTIAL OILS

16 DESBROSSES STREET, NEW YORK CITY • 221 NORTH LASALLE STREET, CHICAGO

San Francisco: Braun, Knecht Heimann Co. • Los Angeles: Braun Corp.
Seattle, Portland, Spokane: Van Waters & Rogers • Toronto: Richardson Agencies

Confectioners Starches

Confectioners Crystal Three Star Corn Syrup

Cerelose, pure DEXTROSE sugar



CORN PRODUCTS SALES COMPANY • 17 BATTERY PLACE, N. Y. C.

Texture: Good.
Flavor: Good.

Remarks: A well made pop and the largest 1c piece of hard candy that the Clinic has examined in some time.

Review—The size of this pop was outstanding and no doubt, its weight was nearer an ounce than half an ounce. Had a good flavor. Suggest profit be checked up on this piece.

CODE 4Y43

Panned Licorice— $1\frac{1}{2}$ ozs.—5c

(Purchased at a candy store, New York, New York.)

Appearance of Package: Good. Printed folding box used.

Size: Good.

Color: Good.

Panning: Good.

Finish: Good.

Texture: Good.

Flavor: Good.

Remarks: One of the best licorice panned pieces on the market.

Review—The clinic finds a large number of panned licorice pieces on the market. Many are poorly finished, colors are bad and many lack a licorice flavor.

These panned licorice pieces were well made, had a good licorice flavor and panning was very well done, also had a good finish.

CODE 4DD43

Assorted Chocolates—1 lb.—74c

(Purchased in a candy shop, New York, N. Y.)

Appearance of Package: Good for a retail package.

Box: Two layer, slip cover, bottom dark brown, cover light brown printed in dark brown, gray paper wrapped with yellow twine.

Appearance of Package on Opening: Fair—See Remarks.

Coating: Dark.

Color: Good.

Gloss: Good.

Strings: Good.

Taste: Good.

Number of Pieces: 61.

Centers:

Peanut Clusters: Good.

Raisin Clusters: Good.

Cashew Clusters: Good.

Orange Peel: Good.

Nut Brittle: Good.

Prunes: Good.

$\frac{1}{2}$ dipped coconut paste: Good.

Almond Paste Roll: Good.

Chocolate Paste rolled in green coconut: Good.

Chocolate Paste Pecan top: Good.

Cherry Cream: Good.

Mint Jelly: Good.

Fig: Good.

Vanilla Coconut Paste: Good.

Vanilla Caramel: Good.

Red Jelly: Could not identify flavor.

Lemon Cream: Good.

Brazil: Good.

Nut Nougat: Good.

Fruit Paste: Good.

Vanilla Coconut Paste: Good.

Assortment: Good.

Remarks: This is the best box of chocolates, at this price, that the Clinic has examined this year. The box was too large, dividers are needed to hold the pieces in place. The candy was scratched and some pieces broken.

Review—While the packing of these chocolates is not up to standard the quality of the candy was the best that we could find in the Miniature chocolates at this price. When packing Miniatures it is best to make the box to fit the candy and not try to pack the Miniatures in a box that is too large.

CODE 5A43

Assorted Chocolates—1 lb.—65c

(Purchased in a drug store,
Chicago, Ill.)

Bar: Slip cover type, two layers, red printed in gold. Tied with red grass ribbon.

Appearance of Box on Opening: Good.

Number of Pieces: Milk chocolate pieces 4, dark coated 15, 1 half dipped fruit paste, 4 cellulose wrapped pieces, 6 bonbons.

Coatings: Dark and light.

Color: Good.

Sweetose*

REG. U. S. PAT. OFF.

A NAME AND A PRODUCT
YOU'LL WANT TO
Remember

TWICE AS SWEET... THREE TIMES AS FLUID
AS ORDINARY CORN SYRUP



The manufacturers of "SWEETOSE" appreciate the many old and new friends of this sweetener. They likewise regret that war-time conditions make it impossible to supply all the "SWEETOSE" you would like, all that we would like. Please remember, however, that "SWEETOSE" is not a war-time product. It is an outstanding confectionery ingredient with advantages that will be equally important, equally vital, when Victory is won. And the supply will be unlimited.

"SWEETOSE" is a wholesome, nourishing, low-cost sweetener that contributes to the quality, texture, flavor, and life of the products in which it is used.

* "SWEETOSE" Reg. Trade Mark for Staley's Enzyme Converted Corn Syrup.

A. E. STALEY MANUFACTURING CO.
DECATUR, ILLINOIS



WARTIME VANILLA READJUSTMENTS

WARTIME CONFECTIONERY FORMULAS call for special consideration of flavors, **ESPECIALLY VANILLA.**

Government regulations and scarcity of raw materials have made necessary many changes and adjustments in confectionery formulas, with a consequent effect on the flavoring of your candy, and therefore, you are faced with a need for ...

A RECONSTRUCTION OF YOUR VANILLA FLAVOR PROBLEM

We are prepared to help you meet this in a scientific, realistic manner.

May We Send You a Trial Gallon of
Pure or Reinforced or Imitation Vanilla?

BLANKE-BAER EXTRACT and PRESERVING CO.
3224 SO. KINGSHIGHWAY ST. LOUIS, MISSOURI

Gloss: Fair.
Strings: Fair.
Taste: Good.
Centers: Milk Chocolate:
 Orange Creams: Cream: Good.
 Flavor had an off taste.
Chocolate Nougat: Good.
Maple Creams: Good.
Centers: Dark Coated.
 Brazil Nut: Good.
Peanut Clusters: Good.
Chocolate Caramel: Good.
Maple Cream: Good.
Pineapple: Good.
Pecan Top Coconut Bonbon: Good.
Cream Bonbon: Lacked flavor.
Jelly Bonbon: Lacked flavor.
Pink Cream Bonbon: Lacked flavor.
Vanilla Nut Cream: Good.
Orange Peel: Good.
Vanilla Taffy: Good.
Vanilla Caramel: Good.
Chocolate Cream: Good.
Vanilla Pecan Top Cream: Good.
Nut Blossom: Good.
 $\frac{1}{2}$ dipped fruit paste: Good.
Nut Fruit paste, Cellulose wrapped:
 Good.
Chocolate Caramels, Cellulose wrapped:
 ped: Good.
Assortment: Good.
Remarks: The best box of its kind
 that the Clinic has examined this
 year at 65c the lb. Candy is well
 made and good eating. Suggest a
 cellulose or glassine wrapper be
 used as box had finger marks on it.

Review—There are very few boxes of
 this type on the market. As a rule,
 we find bonbons and home made
 pieces are too hard to eat or that the
 home made pieces are too old to eat.

The quality and condition of the
 candies in this box were very good.
 Assortment was well balanced. Neatly
 packed.

CODE 5143

Assorted Chocolates—1 lb.—\$1.10

(Purchased in a drug store,
 Boston, Mass.)

Appearance of Package: See Remarks.
Box: Two layer full telescope type,
 extension bottom, Cerise and black
 band chrysanthemum printed on
 black band name embossed in gold
 cellulose wrapper.

Appearance of Box on Opening: Good.
Number of Pieces: 43.

Coating: Dark.
Color: Good.
Gloss: Good.
Strings: Good.
Taste: Good.

Center:
Chocolate Nut Caramels: Good.
Marshmallow and Mint Paste: Good.
Vanilla Caramel: Good.
Nut Nougat: Good.
Almonds: Good.
Mint: Sponge Hard Candy Stick:
 Good.
Butterscotch: Good.

Fruit Nougat: Good.
Nut Crunch: Good.
Almond Paste: Good eating but too
 much color used.

Round Solid Ting Ling: Good.

Chocolate Nut Fudge: Good.

Cordial Pineapple: Good.

Molasses Sponge Chip: Good.

Brazils: Good.

Vanilla Creams: Good.

Coffee Cream: Good.

Raspberry Cream: Good.

Maple Nut Cream: Good.

Vanilla Nut Caramel: Good.

Cherry and Cream: Good.

Cordial Peach: Good.

Molasses Plantation: Good.

Filberts: Good.

Orange Cream: Good.

Assortment: Very good.

Remarks: The best box of assorted
 chocolates at \$1.10 the pound that
 the Clinic has examined in a long
 time.

Suggest that three or four small
 flowers be used instead of the one
 large one. It would look better if
 smaller bands were used or some
 color other than black. As a rule
 very little black is used on high
 class boxes. Candy is well made and
 very good eating.

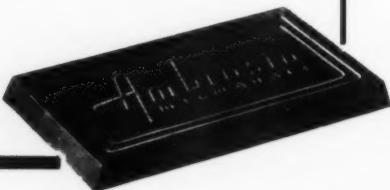
Review—An outstanding box of as-
 sorted chocolates at \$1.10. Neatly
 packed and the quality of centers

(Please turn to page 39)

Join the Attack! Buy War Bonds!

Ambrosia
REG. U. S. PAT. OFF.
FOUNDED 1880

... makers of fine
 quality CHOCOLATE
 COATINGS for near-
 ly a half century.



Ambrosia Chocolate Co.
 MILWAUKEE 3
 WISCONSIN



And A Prosperous New Year!

In the year to come Penford Corn Syrup,
 Douglas Moulding Starch and Confe-
 ctioners "C" Starch will continue to play
 a vital part in candy making. At times,
 war demands for corn products may
 make it difficult for us to fill all our
 orders as promptly as we would wish.
 You may be assured however of our
 sincere interest and desire to continue
 giving you as good service as we
 possibly can.

PF PENICK & FORD LTD.
 420 Lexington Avenue • NEW YORK
Factory, Cedar Rapids, Iowa



Wood & Selick send warmest greetings to our friends in the Confectionery Industry. May 1944 bring victories to our nation and gains to every food processing factory. "Food Fights for Victory --- Produce and Conserve"!

WOOD & SELICK, INC.

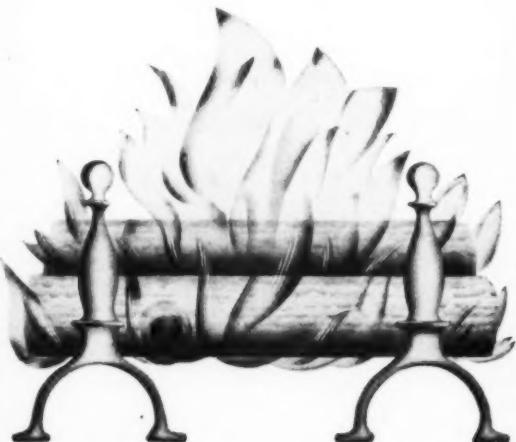
36 Hudson St.

New York 13, N. Y.

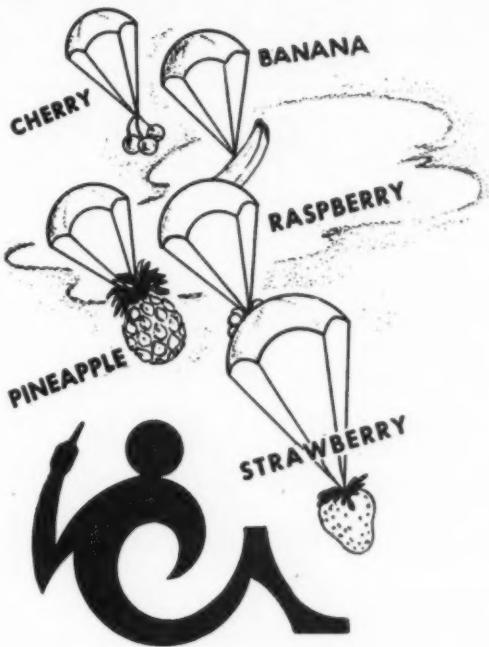
473 W. Erie St.

Chicago 18, Ill.

Ferris-Noeth-Stern Co., Div. Wood & Selick, Inc.
714 E. Pratt St., Baltimore 2, Md.



for December, 1943



IF YOU MAKE HARD CANDIES

YOU SHOULD USE

Frutal

STRAWBERRY • PINEAPPLE

CHERRY • BANANA

RASPBERRY

AROMA IMITATIONS

- They have those original fruit flavor characteristics you want, and you'll find them excellent also for "soft insides."

- Write for samples and prices.

★  ★
POLAK'S *Frutal* **WORKS INC.**

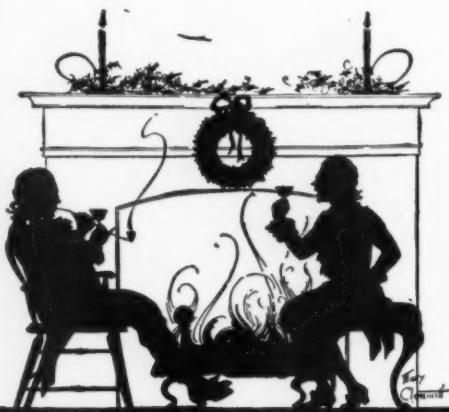
36-14 35th STREET LONG ISLAND CITY, N. Y.
CHICAGO • LOS ANGELES • SAN FRANCISCO • ST. LOUIS

Merry Christmas

For over half a century it has been the privilege of this company to wish its customers and prospects happy holidays and a prosperous New Year.

Once again we hope that the warmth of Christmas fires will glow in your hearts and bring you cheer.

POLAK & SCHWARZ, Inc.
667 Washington Street, New York 14, N. Y.



CONFECTIONERS' BRIEFS

High Food Value Hard Candy

One of the interesting food products exhibited at the New York Herald Tribune Forum Exhibit, at the Waldorf-Astoria Hotel, New York City, on November 16 and 17, was ten different kinds of filled and solid hard candy. The candies were labeled "Highly Nutritive Protein-Carbohydrate Hard Candy." They were made by Jas. A. King, of the Nulomoline Company.

Hershey Gets Star for "E" Flag

The Hershey Chocolate Corporation, which created the emergency field ration "D" that has been so important in army diets, has added a new bar of concentrated food energy in a compact form, resistant to high temperatures. It is only for overseas use. The new bar is called tropical chocolate and is planned for the warm climates. It is more palatable than Ration "D," and contains 75 International Units of Vitamin B₁. The Hershey Corporation recently won a third Army-Navy production award in the form of a second White Star for high achievement in the production of war material. The second star will be added to the Army-Navy "E" Flag.

Baltimore Candy Salesmen Meet

On November 8, the regular meeting of the Confectionery Salesmen's Club of Baltimore, Inc., was held. The following officers were elected: Samuel Rosenthal, president; Walter Wells, vice-president; Irvin R. Hosking, secretary-treasurer. Mr. G. Austin Sprecher, the retiring president, appointed John O. Huber, chairman of the Legislative Committee. Mr. John A. Wintz was elected chairman of the Board of Directors and the following members were elected to the Board: H. L. Leaman; W. C. Meyers, Jr.; John G. Pentz; and J. Howard Watson, president of the NCSA.

Twin City Confectioners Organize

Candy manufacturers in the Minneapolis-St. Paul area voted to form a regional group at a meeting held late in October. Membership in the organization is open to candy manufacturers and allied interests. Mr. Paul G. Sandell, Miss Morris Candies, Inc., was elected president. Other officers are: A. G. Nicolin, Candymasters, Inc., vice-president; S. G. Jacobs, Garrots Chocolate Co., treasurer, and Phil Pfieffer, Trudeau Candies, Inc., secretary.

Candy Pays for Dead Japs

An item in the Los Angeles Times reported that a serviceman going to the Solomons, took along 450 pounds of hard candy. The boys there, strung the candies like beads and told the natives they would give a string of beads for every dead Jap brought in. That worked so well that soon many natives were heavily hung with necklaces and the candy ran out. As long as the candies retained their vivid colors the natives wore them with pride but when they grew dingy they happily ate them. You can't tell them that "war is hell!"

SUPPLY TRADE NEWS

Army Heat-Proofs Chocolate

The Army's Jersey City Q.M.C. depot and Chocolate manufacturers have developed a chocolate bar that will remain a solid up to 120 degrees Fahrenheit.

Chicago Scrap Drive Praised

To date, 4,298,683 pounds of scrap have been turned in for governmental use in the Chicago area by confectioners according to Charles F. Scully, chairman of the Confectionery Salvage Drive.



Dr. Alexander M.
Katz, new president
of Florasynth Lab-
oratories, Inc.

Soybean Meal Use Climbing

Current rates of production indicate that the output of edible soya products for all purposes during the last three months of 1943 will require the equivalent of about 74,000 tons of soybean meal according to figures released by the U. S. Department of Agriculture.

Prindeville Returns to Swift

Mr. Charles T. Prindeville, formerly Chief of the Fats and Oils Branch of the Food Distribution Administration, is returning to his post as vice-president of Swift and Company, Chicago. Mr. Prindeville will be succeeded in his government post by Mr. Leon Falk, Jr., vice-president of the Commodity Credit Corporation.

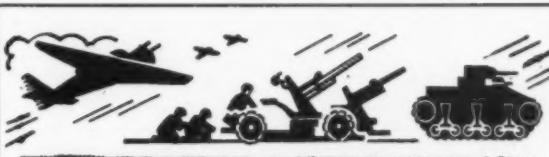
Wright to Monsanto

Appointment of J. Handly Wright, Birmingham, Ala., as director of the Department of Industrial and Public Relations of Monsanto Chemical Company, effective December 1, was made recently by Mr. Charles Belknap, president of Monsanto.

"Cellulose" Hunter

Mr. Harry L. Diamond, of Diamond "Cellulose" Products, Chicago, says he is kept constantly traveling about the country finding stocks of cellulose products which can be converted into useful packaging items. He is "one hundred percent" behind the WPB's container conservation program.

for December, 1943



Buy War Bonds to keep Uncle Sam's "Stars" flying, firing and rolling. Buy your belting from BURRELL'S list of 9 "Stars" to keep your production level at its peak!

- * CRACK-LESS Glazed Enrober Belting
- * THIN-TEX CRACK-LESS Glazed Belting
- * White Glazed Enrober Belting
(Double Texture; Single Texture; Aero-Weight)
- * Batch Roller Belts (Patented)
- * Feed Table Belts (Endless)
- * Bottomer Belts (Endless)
- * Carrier or Drag Belts
- * Cherry Dropper Belts
- * Innerwoven Conveyor Belting

"BUY PERFORMANCE"

BURRELL BELTING COMPANY

413 S. Hermitage Ave., Chicago, Ill.

...Everything You Want in

CUT GEARS
CUT SPROCKETS
CUT RACKS

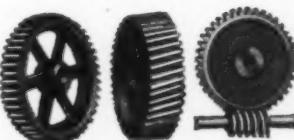
ACCURACY
DURABILITY
DEPENDABILITY
SERVICE
SATISFACTION



The name "INDUSTRIAL" is your assurance of utmost precision in Cut Gears—Cut Sprockets—Cut Racks. Our large modern shop is equipped with nothing but the latest machines for their manufacture. Our workmen are highly skilled, because we are gear and sprocket cutting specialists . . . all of which means greater satisfaction to the user. Order your next lot from "INDUSTRIAL" and note the difference.

Industrial
Cut Gears. Cut Sprockets

Spur . Bevel . Mitre
Worm . Spiral . Helical and
Internal Gear . Generated Tooth
Racks . Precision Surface Grinding.



CHICAGO'S FASTEST
GROWING GEAR PLANT

INDUSTRIAL GEAR MFG. CO.

4531 VAN BUREN STREET CHICAGO 24, ILLINOIS



more

BACK HIM UP-BUY WAR BONDS

— ★ —
HOOTON CHOCOLATE CO.
NEWARK, N. J. - ESTABLISHED 1897

CITRIC ACID
TARTARIC ACID
CREAM OF TARTAR
SODIUM CITRATE



Manufacturing Chemists

CHAS. PFIZER & CO., INC.

81 MAIDEN LANE, NEW YORK, N. Y.

444 W. GRAND AVE., CHICAGO, ILL.

Monsanto Executive to be Honored

Mr. Gaston F. DuBois, vice-president of Monsanto Chemical Company, will receive the Perkin Medal in recognition of his outstanding work in applied chemistry, from the American Section of the Society of Chemical Industry, at a dinner meeting of the society at the Hotel Commodore, New York, on January 7. He has been with Monsanto since 1904.

Cocoa Exchange Election

Mr. C. H. Butcher of Kennedy, Butcher, Inc., cocoa importers, was re-elected as president of the New York Cocoa Exchange. G. Hintz of Wessels Kulenkampff & Co., was re-elected vice-president.

Sugar Bonus Offered

A special holiday season sugar "bonus" for industrial users amounting to 10 percent of their 1941 sugar base was announced recently by former Price Administrator Brown for the November-December allotment period. This brings the allotment for the two-month period to 90 percent of the '41 base.

Corn Refiners See Better Prospects

With the supply of corn better than it has been for several weeks, prospects are that corn refiners may be able to operate at or near capacity for the rest of the year. The current flow of corn into industrial channels is the best since last August when industrial users are believed to have taken about 35 million bushels. This situation is believed due to the excellent crop prospects.

Standard Synthetics Official Ends Trip

Mr. J. L. Hindle, vice-president of Standard Synthetics, Inc., New York, has returned from an extended trip to the Pacific coast where he found a difficult labor situation due to the shipyard activities. He reported a large production of orange oil.

"Meeting Emergencies"

A booklet by the same title has just been released by The Nulomoline Co. The material is designed to help the manufacturer improve his formulas for standard candies and also to adjust standard formulas to meet the scarcity of corn syrup and other "hard-to-get" materials.

VANILLIN



LIGNIN VANILLIN, C. P.

A Finer Vanillin of Exquisite Aroma.
A NATURAL SOURCE Vanillin originated
and manufactured in the United States.

AROMATIC CHEMICALS AND ESSENTIAL
OILS FOR FLAVORING PURPOSES.

**AROMATICS DIVISION
GENERAL DRUG COMPANY**

644 Pacific St., Brooklyn, N. Y.
9 S. Clinton St., Chicago
1019 Elliott St., W., Windsor, Ont.

ASSURE FRESHNESS for your COFFEE PRODUCTS

For flavoring—use Barrington Hall Instantly Soluble Coffee. The rancid oils which stale coffee and, in turn, stale the products they enter, have been removed. Freshness is assured. Write for full particulars.

BAKER IMPORTING CO.

New York
132 Front St.

Minneapolis
212 N. Second St.

INSTANTLY PREPARED

BARRINGTON HALL
Coffee
100% pure

Walrod Leaves American Molasses

F. E. Walrod has resigned from American Molasses Co., and Nulomoline Co., to accept a position with Brolite Co., Chicago. In his new position, Mr. Walrod will have charge of the New York office and will service bakers situated along the entire Atlantic coast.

Florasynth Official In Air Corps

Another member of the Florasynth organization to enter the Air Corps is Edward Kallich, formerly in charge of inter-office activities between New York and Los Angeles, as well as performing the liaison duties between Florasynth and all government agencies. Ed Kallich is a nephew of Dr. Alexander Katz, chief chemist and executive of the Florasynth Laboratories.

Government Purchases of Candy Told

The U. S. Government will buy 300,000,000 pounds of candy this year for direct issue and for resale in post exchanges and other service stores, congressmen were told in the recent discussion on the candy excise tax.

Cocoa Stocks Greatly Increased

The War Food Administration reports that present stocks of cocoa beans in the U. S. amount to 258,870,000 pounds, or about 45,000,000 pounds greater than the stocks here a year ago. The reserve, however, is only enough for five months of present production.



Butter Specialties

Designed specially for confectionery, these imitation butter flavors provide the true flavor of butter without its attendant weaknesses. See our price list for further details on the use of our Imitation Butter Aromas.

Schimmel & Co., Inc.

601 West 26th Street, New York 1, N. Y.



**MAPLEINE GIVES
CANDY MAKERS
3 Extra Helps
in Wartime!**

HERE'S an old friend to help on those new problems that are everybody's headaches now—shortages, restrictions, rising costs.



FORTIFIES CHOCOLATE. You're making coatings thinner to meet government requirements, using less cocoa and chocolate in fondants and bar goods. Make what chocolate you do use taste more "chocolaty" by adding Mapleine to dip and fondant formulas. You can use less chocolate when you boost its flavor with Mapleine.



REPLACES "HARD-TO-GET" ITEMS. Flavor fondants and bar goods with Mapleine, stretch your scarce nuts, fruits and other flavors. A favorite for almost 40 years.



HELPS CUT COSTS. Mapleine is economical, concentrated. A little flavor a lot. Saves you money. Learn more about Mapleine. Order from your regular supplier or write Crescent Manufacturing Company, 659G Dearborn St., Seattle, Wash.

MAPLEINE
IMITATION MAPLE FLAVOR
The "Extra-Help" Flavor in Wartime

★
**CLEANING
TIPS
for wartime
confectioners**

**Try This Fast, Easy Way
to Clean Mixing Kettles**

Having a hard time removing chocolate, baked-on sugar, cocoanut oil or other ingredients from your stainless steel mixing kettles?

Then here is a suggestion that will HELP YOU! Try Oakite Composition No. 63. You'll find deposits are removed QUICKLY, THOR-

OUGHLY, EASILY... without laborious scrubbing! Thorough Oakite cleaning also makes QUALITY CONTROL more certain. Details FREE!

OAKITE PRODUCTS, INC.
36C Thames Street, New York, N. Y.
Technical Service Representatives in Principal Cities of the United States and Canada

OAKITE
Specialized CLEANING

Heartiest Season's Greetings To All Our Friends

We sincerely hope that
with the coming year
conditions will be such



that we shall be able
to serve a greater and
wider circle of friends.

COCOLINE PRODUCTS, INC.

MANUFACTURERS OF
fine Cocoa Powders and Chocolate Coatings

40-20 22nd ST.

LONG ISLAND CITY, N. Y.

Since 1881, The Hubinger Co., Keokuk, Iowa

HUBINGER



Use our service departments for any of your technical problems.

OK
Brand

UNIFORM...DEPENDABLE
Confectioners' Corn Syrups, Thin Boiling Starches, Moulding Starch

SAVE TIME
...with CORRECT
PLANT LAYOUT!



Our Engineering Staff can now give your needs the time and thought which they deserve.

Research-Design-Construction-Development.

F. R. SCHMITT & SON

31-49 TWELFTH ST., LONG ISLAND CITY, N. Y.

Sugar Is Available Say Refiners

Despite current delays in shipments of refined sugar to the trade, cane sugar refiners anticipate no difficulty in providing additional supplies to industrial users who were recently granted larger allotments for November and December by the O.P.A.



Dr. William Lakritz
who succeeded Dr.
Katz as vice-president
of Florasynth
Laboratories, Inc.

Cocoa Butter from Cottonseed

A cocoa butter has been produced successfully from cottonseed at the Southern Regional Research Laboratory of the U.S.D.A., New Orleans, La. The cottonseed butter has all the properties of the cocoa butter, with the added advantage of not melting at a higher temperature. It's equally as healthy as cocoa butter.

- Lecithin -

Patent 1,781,672 is now void and the use of Lecithin in Chocolate is without any Patent restrictions.

"Due to the shortage of shipping containers we are unable to ship in quantities of less than 100 lbs."

Our price and quality are right.

J. C. Ferguson Mfg. Works, Inc.

130-140 Ernest Street
Providence, R. I., U. S. A.



Ribbons
dress up your
Candy Boxes

For
QUALITY and ECONOMY

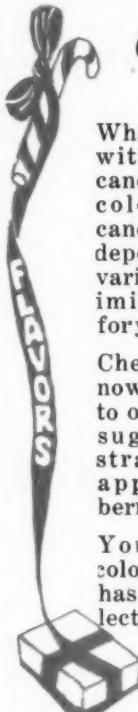
We recommend our Welded-Edge Ribbons
All Widths and Colors
Immediate Deliveries
Samples and quotations upon request.

National Ribbon
CORPORATION

79 Madison Ave., New York City

THE MANUFACTURING CONFECTIONER

FLAVORS for Xmas CANDY



What is Christmas without assorted candy sticks and colorful ribbon candy? You can depend on Lueders' variety of assorted imitation flavors for your Xmas lines.

Check your stock now, for it is well to order early. We suggest cherry, strawberry, pineapple and raspberry!

You may need colors too! Lueders has a very good selection of reds for those Xmas candies.

Established 1885

**George
Lueders
& Co.**

427-29 Washington Street
New York

CHICAGO SAN FRANCISCO
510 N. Dearborn Street 56 Main Street
MONTREAL, CANADA, 361 Place Royale
Repr. in Philadelphia and St. Louis

MOLDS

by

Today, Eppelsheimer & Co. is doing a war job. Tomorrow—molds for CANDY MAKERS.

EPPELSHIMER & CO.
34 HUBERT ST. NEW YORK 13, N.Y.

1943 Clinic Selections

(Continued from page 32)

and coating was of the best.

We have examined this box a number of times and have found it the same each time.

CODE 5H43

Chocolate Covered Marshmallow Bar—1½ ozs.—5c

(Purchased in New York, N. Y.)
Appearance of Bar: Good. Red cellulose wrapper in gold.

Size: Good.

Coating: Dark; Good.

Center: Good.

Texture: Good.

Taste: Good.

Remarks: The best 5c marshmallow bar that the Clinic has examined this year.

Review—Seldom do we find a good coated marshmallow bar. As a rule they lack flavor and are tough. This bar was tender and had a good flavor also a good coating was needed.

CODE 5C43

Assorted Chocolates—No Creams —1 lb.—65c

(Purchased in a department store,
Chicago, Ill.)

Appearance of Package: Good.

Box: Extension two layer type, red embossed in gold, tied with red and black rayon cord and tassels, cellulose wrapper.

Appearance of Box on Opening: Good.
Number of Pieces: Dark coated 25.

Milk coated 15, panned jellies 2.

Coatings: Color: Good.

Gloss: Good.

Strings: Good.

Taste: Good.

Centers:

Vanilla Nut Caramels: Good.

Molasses Plantation: Good.

Chocolate Caramel: Good.

Chocolate Taffy: Good.

Nut Nougat: Good.

Fruit Nougat: Good.

Molasses Sponge: Good.

Nut Butterscotch: Good.

Molasses Chips: Good.

Molasses Cocoanut: Good.

Vanilla Walnut Carmel: Good.

Nut Brittle: Good.

Peanut Butter Blossom: Good.

Panned Fruit Jellies: Good.

Assortment: Good.

Remarks: The best box of hard chewy chocolates that the Clinic has examined this year, well made, good eating. Assortment was well balanced.

Review—Seldom do we examine a box of assorted chocolates, at this price and find the quality and workmanship of the best.

Box was very attractive and was neatly packed. The best hard and chewy assortment that the Clinic has examined in some time.

CODE 8N43

Assorted Gums—No Weight Given—5c

(Purchased in a 5c and 10c Store,
New York, N. Y.)

Container: Light board satchel, brown printed, in red, white and blue.

Colors: Good.

Texture: Good.

Flavors: Good.

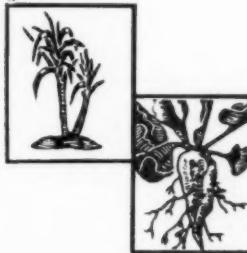
Remarks: The best 5c novelty that the Clinic has examined in some time. Suggest name, address and ingredients be printed on container.

Review: The Clinic examines many Novelties of all prices over the year and in most samples we find that the candy is secondary.

The container is new and the candy was very good. Should be a big seller in this price field if the quality of the candy is kept up.

NON-RATIONED SYRUPS

For Syrups Not Requiring
Sugar Rationing Certificates,
Call



B. W. DYER & COMPANY

Sugar Economists & Brokers

120 Wall Street, New York 5, N. Y., Phone: WH 4-8800

Cable: DYEREYD, N. Y.

*...He gets a lift
just out of seeing his
familiar American label"*

These are the words of a high-ranking officer who made an extensive tour of the fighting fronts

Yes, the familiar labels on the cigarettes, candy, chewing gum and other comforts at his PX carry him back to the cherished scenes and friendly faces he's missed for many months . . . It's

like meeting old friends thousands of miles from home!

The package goods manufacturers and their material suppliers are doing a splendid job in keeping up a steady flow of these "old friends" for the service men — as well as their folks back home. We who supply them with the wrapping machines needed for high-speed production, are in a position to know what difficulties they have had to overcome.

And though we are chiefly engaged in building equipment for the armed forces, we are bending every effort to meet the needs of package goods manufacturers . . . If you require a machine for wrapping war or essential civilian supplies, call on us. We'll either build you a new machine or help you obtain a used one through our Wrapping Machine Procurement Service.*

* We have made a careful survey of the machines available and have on file the names of owners, model numbers and the kind of wrapping the machines can produce.

PACKAGE MACHINERY COMPANY
Springfield 7, Massachusetts

NEW YORK CHICAGO CLEVELAND LOS ANGELES TORONTO



Just a few of the many products wrapped on our machines.



PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines



Evaluation of Package Designs

By EDGAR P. MERCER

Associate Editor

THE MANUFACTURING CONFECTIONER

Webster says: *Packing or to pack* is the process of placing something within a container, of filling up the inside of a container; *packaging or package* is the result of packing, in other words, it's the end result, a bundle, a filled box, a group of objects brought together under the protection of some material wrapped or folded around them. He also states that the two terms *package* and *pack or packaging* and *packing* can be used practically synonymously.

"A package, may combine art, engineering, and sales qualities, but in itself a package is not an end-product. It is a vehicle, an expression of business judgment," according to the *Packaging Catalog*. "If the approach to design is made upon the basis that a package has no intrinsic value in itself, but becomes immediately of great worth only when related to producer-product-market, a true perspective of the place of design in the packaging field is obtained."

A package design, if it is to do its proper job, will not remain static in a changing world. This does not mean that a package design should be worked out for this year's sales and then changed completely in six months or another year. But it does mean that the producer of the product to be marketed should be on his toes in feeling the necessity for change. He should be alert to minor as well as fundamental revolutionary changes.

Changes Are Necessary

As an example, let's take a package designed 50 years ago. At that time, super-markets were unheard of. World-wide distribution wasn't a general thing, therefore, package designs didn't have to compete with so many other varieties and under as high pressure selling conditions as they do today.

What was good 50 years ago wouldn't stand a chance in the mod-

ern sales program so the designs have had to be revised. Of course, in the case of old, long-established product trade-marks, the trade-mark has often been kept and worked into a more modern and up-to-date package design.

The maker of anything to be sold to the general public is at once faced with a marketing problem. He has a product that he wants to get into consumers' hands. The beaten path to the door of the maker of better mousetraps is a very good story, but the manufacturer of today must have a package that the consumer is willing to buy and he must make it easy to find.

Before a manufacturer attempts to have his package designed or redesigned, he should do three things:

Clarify his problem. Reduce product and package to essentials. Convert the problem into a plan with

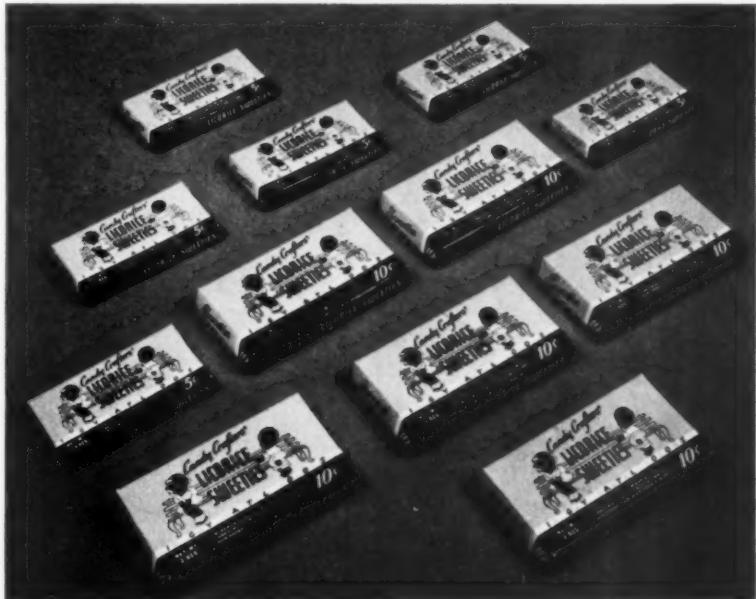
specifications. In other words, the manufacturer must have a design made to solve a known problem.

The composition of the package design should be dynamic in color and design. It should be of the simplest possible arrangement. The manufacturer, whose product is to be marketed, should analyze the details—lettering, words, photography, diagrams—for a close-up view, for reading direction and perspective.

Test Attention Value

To test attention value, place your package at eye level at the approximate distance it is normally seen by the store patron. It is suggested that the distance be ten feet. Rate the package critically as you answer the questions: Do you get a clear impression of the name of the product? Is the contrast in color scheme sufficient to stop the eye? Does the gen-

New Box for "Licorice Sweeties", the product of Candy Crafters, Inc., Lansdowne, Pa.



eral arrangement have a dynamic quality that gives an aliveness to the design instead of an unexciting passiveness? Does the layout arrangement help draw attention to the important information or illustrative "spots"?

The appropriateness of your package can be judged by deciding whether or not it makes its strongest appeal to the type of people most likely to buy your product; whether it is designed for the greatest merchandising effectiveness in the type of store in which the product will be sold; whether the package will associate with your product that feature or those features which you are trying to stress, such as quality, refinement, big value, exclusiveness, purity, tastiness or others.

It should also stress the shape and size of the package and how it can be handled by the salesman, the storekeeper, or the prospective customer.

Competitive comparisons are important after the package design has been selected. Does the package compare favorably with your competition in quick impression value, does your package have a better name display, distinctive color combination, more pleasing shape, more interesting and appropriate design, better suggestion of product quality, better illustrative possibilities in advertising?

Display Considerations Important

Display considerations are important too. Make up a display of your packages as they often appear in the retail store and if possible surround them with various other packages of related items. How do your packages stand up under mass display? Does the design retain its effectiveness when displayed with other products? These are important considerations in designing packages.

Memory factors are the sixth im-

RIBBONS by TAFFEL

Ribbons dress up the candy box . . . Carry out YOUR ideas with TAFFEL RIBBONS and you'll increase sales. Samples and prices on request. Send for free instructive booklet.

TAFFEL BROS., INC.
95 Madison Ave. New York, N. Y.

portant consideration in package design. Does the package have some device or illustration that makes the package stick in the memory of the casual shopper or the buyer who comes back for more? Is the package easily identified and described, as: "Look for the big red letters on the box?" Does your package have the characteristics of family resemblance if you produce several related items?

All of the above questions are important checking points of any package, whether it is made now for war use under wartime restrictions or under peace-time abundance of materials. The package sells the goods and protects them until they are sold and used. Information for this article courtesy *Packaging Catalog*.

"Don't be an Axi-Dunce"

Job accidents, according to the U. S. Department of Labor, in the United States from July 1940 to January 1943, the 30 months covering the defense program and the first year of war, brought death to 48,500 workers, cost 258,000 an eye, finger, hand, arm or leg, and laid up 5,300,000 for an average of three weeks each.

U.S. INDUSTRY CASUALTY LIST	
DEATHS	48,500
CRIPPLED	258,000
DAYS LOST...	110,000,000

Most job accidents can be prevented and valuable production, whether

**CANDY TIED WITH
RIBBONS — Means More Sales**

We have largest stock in the Middle West

Satin—Messaline—Tinsel—
Novelty Ribbons—Rib-O-Nit
—Ready-Made Bows—and
Rosettes.

Immediate Delivery

R.C.TAFT CO.
429 W. RANDOLPH ST. CHICAGO

it's candy making or war materials, can be saved, by careful supervision on the part of management, safe work habits on the part of the workers, and the fullest use of safety devices.

"Don't be an Axi-dunce!"

Lt. Col. Chester Asher Describes Candy in India

In a letter to his dad, Lt. Col. Chester Asher, writes most interestingly about candy in India where he is stationed at the present time according to *Sweet Meets*. Lt. Colonel Asher is a former president of the A.R.C., and has spent all of his life in the candy business except when he has been soldiering in the first world war and now.

Here are the highlights of his writing as presented by *Sweet Meets*.

"There are few candy stores in India. I have seen only one, and four-fifths of that was given over to fancy cakes which the English eat with tea.

"I bought a two pound box of candy counter goods in the one "confectionery" which handled candy. It is a fine store with beautiful fixtures, everything up to date, except the lighting which was very poor. Knowing that I was bound for the jungle I bought only wrapped pieces and had them packed in a tin box. The candy cost 5 rupees, or \$1.50 per pound and the box 46c extra.

"This firm also sells chocolates, each piece wrapped but only in a pound and larger packages—no selection, you take what they pack at \$1.50 per pound.

"In the native bazars you see only hard candies displayed with some Turkish paste occasionally. The price of "sugar candy" has been fixed by the government.

BUY MORE WAR BONDS

WERTHY
TRADE MARK REG.

RIBBON SPECIALISTS

Large Range of Ribbons
For Candy Packages

Gauze Ribbons—Satin and
Novelty Effects—Ribbonene
and Patriotic Ribbons

"Where quality merchandise
Costs no more!"

W-E-R RIBBON CORP.
440 Fourth Avenue New York, N. Y.



Candy's in the FOREGROUND on the BATTLEGROUND

When planning the rations for our Armed Forces, the nutrition authorities of the U.S. Army Quartermaster Corps and the U.S. Navy paid exceptional tribute to candy as a source of energy in highly concentrated form.

The inclusion of hard candy, caramels, chocolate or other confections as a component part of various ration units helps to maintain the energy and morale of our fighting men at a high level.

But to be appetizing and full of flavor, these confections must be adequately protected from

all types of climates—the blistering desert sun, the jungle humidity and heat, the ocean spray and salt-laden air. As a result of careful tests, moistureproof Cellophane is now being used in substantial quantities to provide this protection.

In addition to this wartime duty on the battleground, Du Pont Cellophane, in slightly limited quantities, is also protecting the freshness and quality of candy in the civilian market.

E. I. du Pont de Nemours & Co. (Inc.), Cellophane Division, Wilmington 98, Delaware.

DuPont Cellophane



BETTER THINGS FOR BETTER LIVING . . . THROUGH CHEMISTRY



**ALWAYS
DEPENDABLE**



IDEAL

WRAPPING MACHINES

The satisfaction of KNOWING that their wrapping machines will give EFFICIENT, UNINTERRUPTED SERVICE AT ALL TIMES is just one reason why candy manufacturers the world over prefer IDEAL Equipment. These machines, suitable for both large and small manufacturers, are fast, always depend-

able and economical. The SENIOR MODEL wraps 140 pieces per minute; new HIGH SPEED SPECIAL MODEL wraps 325 to 425 pieces per minute.

Both machines are built for the most exacting requirements and carry our unqualified

Write For Complete Specifications and Prices

IDEAL WRAPPING MACHINE CO.

EST. 1906

MIDDLETON, N. Y. - - - U. S. A.

★
**CLEANING
TIPS**
for wartime
confectioners

Try This Easier Way to Keep Equipment Sanitary

You can guard against bacterial contamination easily by using this effective two-step Oakite method. FIRST . . . clean your mixers, beaters, cooking vats and other equipment thoroughly. SECOND . . . spray or flush surfaces with recommended solution of FAST-WORKING Oakite Bactericide.

This potent material swiftly destroys harmful organisms. Write for FREE details!

OAKITE PRODUCTS, INC.
36C Thames Street, New York, N. Y.
Technical Service Representatives in Principal Cities of the United States and Canada

OAKITE
Specialized CLEANING



CURTISS CANDY COMPANY Producers of Fine Foods CHICAGO, ILL.

page 44

Yankee Ingenuity

"WE have had plenty of examples of large industrial corporations farming out war contracts to smaller ones, but we know of only one where the procedure was reversed," says Mr. Ralph Hendershot, New York *World-Telegram* financial editor. "This distinction goes to the Package Machinery Co., of which Mr. George A. Mohlman is president."

Shortly after Pearl Harbor, the Package Machinery Co., was up to its "ears" in war work, but the demand for package machinery increased as war rations had to be packed among the many other calls for new packaging equipment. So the Package Machinery Company began to farm out some of its work to larger companies, such as R. J. Reynolds Tobacco Co., and the Dennison Manufacturing Company, whose machine shops weren't going at full speed.

The blueprints and instructions were furnished by Package Machinery Co., and the work was done by these other shops. As a result, production of war materials has been tremendously increased through the use of this bit of "Yankee ingenuity."

Packaging Institute Elects Officers

The following officers were elected for the coming year by the members of the Packaging Institute at their recent meeting in New York City: President, Joel Y. Lund, vice-president, Lambert Pharmacal Co., St. Louis; Vice President, A. Vernon Shannon, Sales Mgr., Westfield River Paper Co., Russell, Mass.; and Vice-President, Wallace D. Kimball, 1st V. P., Standard-Knapp Corp., Portland, Conn.

Packaging Machinery Manufacturers Elect Officers

At the annual business meeting of the Packaging Machinery Manufacturing Institute, held at the Hotel New Yorker, New York City, in November, the following officers were elected unanimously: President: George A. Mohlman, President, Package Machinery Company, Springfield, Mass.; Vice-President: H. Kirke Becker, President, Peters Machinery Company, Chicago; Vice President: Frank B. Fairbanks, President, Horix Manufacturing Co., Pittsburgh, Pa.

A Critical Situation

The paper situation is growing more critical all the time, and is becoming of grave concern to heavy users of paper and paper board containers.

Be sure every scrap in your factory is saved and baled and made available for re-use. We are all dependent upon used paper scrap as a source of future supplies of all kinds of paper products.

Further suggestions will be found in the article entitled "Container Shortage" in the November issue of *The Manufacturing Confectioner*. Only by complete cooperation in the container re-use drive and the paper scrap salvage programs can we all have enough paper products to keep our businesses going in the future.

It's the duty of all of us too and not just a thing for "the other fellow" to do!

1944

CANDY BUYERS' DIRECTORY

Off the Press, Order Yours Now

Contains complete listings, by types of confectionery, of every wholesale manufacturer of candy in the United States.

It's the *only* authentic and accurate DIRECTORY of the manufacturers of America's confections, and is annually gaining a wider reputation both within and outside of the Industry as the *only authoritative "Who's Who"* of the Industry.

Every supplier of raw materials, machinery or equipment usable in confectionery production and sales should have copies for himself and sales force. Listings include all commercial candy manufacturers who sell at wholesale, nationally, sectionally, and are classified according to types of candy sold.

**\$2.00
Per
Copy**

The 1944 edition of the CANDY BUYERS' DIRECTORY will be a profitable adjunct to the sales kits of all who wish to bring their goods or services to the attention of the Candy Industry. It lists the following manufacturers: Bar Goods; Bon Bons; Butter Scotch; Caramels; Chewing Gum; Chocolates in Bulk; Chocolate Covered Cherries; Chocolate Covered Nuts; Chocolate Molded Goods; Chocolates in Pails; Coconut Goods; Cordials; Cough Drops; Cream Goods; Fudge Work; Glaced Fruits; Gums and Jellies; Hand Rolls; Hard Candies; Kisses; Licorice; Lozenges; Marshmallows; Mints; Nougats; Nutmeats; Packaged Goods; Pan Work; Penny Goods; Popcorn Specialties; Seasonal Specialties; Suckers; Sugar Wafer Work; Taffy Work; Taffy—Salt Water; Toffee; Vending Machine Candies.

THE CANDY BUYERS' DIRECTORY

400 W. Madison St.

Room 2008

Chicago 6, Illinois

Tootsie Roll Declares Dividend

The Sweets Co. of America, Inc., recently declared a dividend of 25c a share on its common stock. The dividend was payable on December 16 to stockholders of record on December 6, and marks the first payment by the firm since 1932.

Candy Men Hear Publisher

The featured speaker at the annual get-together dinner of the Association of Manufacturers of Confectionery and Chocolate, which was held December 17, was "Red" Motley, publisher of *The American Magazine*, according to an announcement made by Mr. William C. Kimberly, secretary-treasurer of the organization.

Celebrates 50 Years with Beich Co.

Mr. O. M. Whitten, of Bloomington, Ill., has just recently celebrated the close of his 50th year in sales work with the Paul F. Beich Company at Bloomington.

Paratrooper Gets Medal

Sergeant Julius Axman, formerly with Standard Synthetics, Inc., received the Silver Star for "Extra-ordinary leadership against the enemy" in paratroop landings on Sicily.

Nutter Resigns from Lamborn Office

Mr. Esmond Nutter, former manager of the Lamborn & Company, Inc., office at New Orleans, La., has resigned. Mr. Walter Bentz has been elected vice president of the company and has been appointed manager of the New Orleans office.

Mother of D & O Official Dies

Mrs. M. E. Corson, mother of John A. Corson, vice president of Dodge & Olcott, flavor and essential oil firm, died recently at the age of 98.

Williamson Renews Radio Program

Williamson Candy Company has renewed "Famous Jury Trials" on the Blue Network for 52 weeks, effective Nov. 9. The candy company has presented this program on the Blue since Nov. 11, 1940. It is heard from 8 to 9:30 p. m.

F. H. Ungerer. His company celebrated its 50th anniversary in the essential oil industry recently. Mr. Ungerer is president of the company of the same name.



IN MEMORIAM

Frank P. Galli, vice-president Peanut Specialty Co., Chicago, on November 10, 1943.

Edward Van Sickle, former president, Corn Products Refining Co., New York, on November 17, 1943.

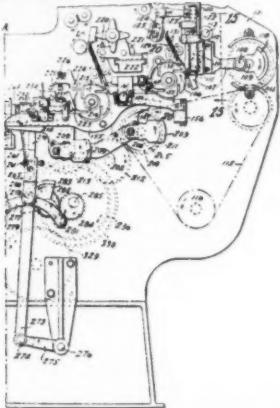
Harry Kohn, Pecheur Lozenge Co., Philadelphia, Pa., and vice-president of the Confectionery Salesmen's Club of Philadelphia, on November 17, 1943.

PATENTS

The following memorandum relating to Patents is made available through an arrangement with James Atkins, registered patent attorney, Munsey Building, Washington, D. C.

2,276,744 GUM WRAPPING MACHINE

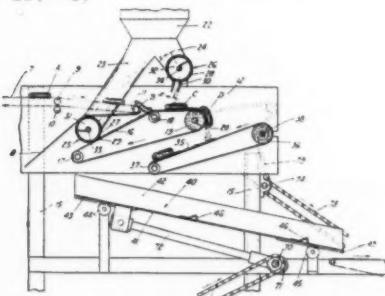
Elmer Lovell Smith, Longmeadow, and Carl E. Melhorn, Springfield, Mass., assignors to Package Machinery Company, Springfield, Mass., a corporation of Massachusetts. Application December 7, 1939. Serial No. 307,996. 33 Claims. (Cl. 93—4.)



1. In a wrapping machine, an intermittently rotatable pocketed tumble box, an article magazine located in close adjacency to the tumble box, means for locating a wrapper between the magazine and the tumble box, a pusher for conveying articles from the magazine into a pocket of the tumble box and having a width substantially less than that of the articles, and mechanism for moving the pusher in a substantially straight path to carry an article from the magazine into the tumble box and then in a curved return path below the magazine to its initial position.

2,300,396 • NUT ROLLING AND SHAPING MACHINE

Charles E. Bookidis, Davenport, Iowa. Application February 24, 1940, Serial No. 320,593. 15 Claims. (Cl. 107—1)



1. A machine for nut rolling and shaping of candy bars, comprising a driven endless belt, means for depositing a bed of nuts on the belt, means for depositing candy centers coated with an edible plastic upon the bed of nuts, means for depositing a layer of nuts on the centers positioned on the bed of nuts, a reciprocating sharping table arranged to receive from the belt the nuts and the centers with nuts adhering to the plastic, and obstructing means on the table in the path of a center moving down the table to turn the center over.

CONFECTIONERY BROKERS

JOHN T. BOND & ASSOCIATES
637 S. Wilton Place—Phone: Federal 6028
LOS ANGELES, CALIF.
Territory: Pacific Coast

H. L. BLACKWELL COMPANY
Emery Way at Sunset Drive
EL PASO, TEXAS
Territory: Tex., N. M. and Arizona

CAMERON SALES COMPANY
5701 E. 6th Ave.—Phone: Dexter 0881
DENVER, COLORADO
Territory: Pacific Coast

CARTER & CARTER
Confectionery Mfr's. Agents
91 Connecticut St.—Phone: Main 7582
SEATTLE, WASHINGTON
Territory: Wash., Ore., Utah, Idaho, Mont.

THE EDWARD M. CERF CO.
740-750 Post Street
SAN FRANCISCO 9, CALIF.

Specializing in candy and allied lines; Unexceptionable banking and other references; Manufacturer's accounts respectfully solicited.

CHARLES R. COX
508 Wilbor Avenue
HURON, OHIO

HARTLEY SALES COMPANY
GEORGE W. HARTLEY

742 S. W. Vista Avenue—Phone: ATwater 5800
PORTLAND, OREGON

Territory: Oregon and Washington

DONALD A. IKELER
2029 E. Main Street
KALAMAZOO, MICH.
Territory: Michigan

JOS. H. KENWORTH
350 Lake Shore Drive—Phone: Whitehall 4850
CHICAGO, ILL.

Territory: Chicago Radius, Milwaukee, also contracts in Minneapolis, St. Louis, Detroit. 25 years in above territory.

HARRY LYNN

Candy Manufacturers Representative
1511 Hyde Park Blvd.
CHICAGO, ILL.

Territory: Chicago, Milwaukee Areas, Ill., Ind., S. Wis., Illinois, Indiana, Southern Wisconsin.

PEIFFER FOOD PRODUCTS CO.
Imported and Domestic Candies
104 So. Michigan Avenue—Phones: State 3531-32
CHICAGO, ILL.

WILLIAM H. SMOCK SALES CO.
3816 Stevens Avenue
MINNEAPOLIS, MINN.

Territory: Upper Mich., Wis., Minn., N. & S. Dak., Neb., Ia.

GEORGE R. STEVENSON CO.
302 Terminal Sales Building
SEATTLE, WASH.

Territory: Wash., Ore., Ida., Mont. Over 20 years in this area.

N. VAN BRAMER SALES CO.
3145 39th Ave., S.
MINNEAPOLIS, MINNESOTA

Territory: Minn., N. Dak., S. Dak., Ia., Neb.

W. A. (BILL) YARBOROUGH
38 Palisades Rd., NW
ATLANTA, GEORGIA

Territory: Ga., Fla., Ala., Miss., Tenn. and Ky.

HARRY YOUNGMAN BROKERAGE CO.
2145 Blake Street
DENVER, COLORADO

Territory: Colo., Wyo., Utah., Idaho, Mont.



At Christmas time this year, the joyous sound
of Yuletide Bells loudly toll the song of Freedom . . .
the holly is greener . . . the berries redder . . . and
the lights gleam brighter.

Our heroic sons have won many Victories . . . they
have made tyranny tremble and have laid the founda-
tion for freedom of life in a world which will be free . . .
a world in which shall reign the true spirit of Christmas
. . . Peace on Earth, Good Will to Men.

We value highly the good will we have enjoyed,
and extend to you the Season's Greetings . . . with
the hope that we may continue working together
in preserving American ideals . . . to the end that
lasting Peace may soon prevail and that Security,
Freedom and Justice may be the lot of all mankind.



Union Standard Equipment Company

318-322 LAFAYETTE STREET, NEW YORK 12, N.Y.





THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

HELP WANTED

POST WAR—Small candy manufacturer wanted, New York or vicinity, to fill novelty containers and to tie-on for an old established confectioner's supply house. Address L-12432, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

C A N D Y S U P E R I N T E N D E N T —

Man thoroughly experienced all phases of Candy Manufacturing. Splendid opportunity for right man. New York City. Replies will be held confidential. The Quaker Maid Company, Inc., 68 Thirty-Ninth Street, Brooklyn 32, N. Y.

WANTED—Candy Makers—A high class medium sized fancy package candy manufacturer in Chicago needs candy makers. They must be experienced in making nougats, caramels, bonbons. Also want chocolate dippers for hand dipping. Address L-12438, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

CANDY SUPERINTENDENT with specialized experience on high grade jelly goods. Old established New York firm wishes to expand now for postwar period. Applicant must be able to lay out new plant. Applications will be held in strictest confidence. Excellent salary and permanent connections. Address L-12439, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

CANDY EXECUTIVE—Well established company, with plant in New York City, looking for candy man thoroughly experienced in the manufacture of high grade candies. Good salary. Give complete resume in the first letter which will be treated strictly confidential. Address K-11437, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Ill.

SUPERINTENDENT WANTED—for moderate sized plant in New York City. This is a permanent position, and opportunity for advancement. Write full details, your experience and salary expected. Address K-11435, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Ill.

HELP WANTED

WANTED—Superintendent for candy factory; subsidiary of a company rated AAA-1. Unusual opportunity for thoroughly experienced man. Take complete charge of plant now manufacturing hard candies but planning to make post-war expansion which will include other types. Must be familiar with all types of modern equipment, know how to handle help and get efficient production. Salary commensurate with ability. Future limited only by your value to our company which plans and has the means for large future expansion. Applicants please advise in confidence previous experience, age and all other helpful information. Our organization has full knowledge of this advertisement. Address L-12431, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

SUPERINTENDENT—Due to prospective retirement of present superintendent, a permanent position is open for right man. MUST BE a practical man capable of making and teaching others how to make our products—caramels, gums, jellies, creams, chocolate coated goods and pan work. MUST BE a man old enough to have had the varied practical experience necessary for this job and young enough to have the energy to be on his feet around the factory all day improving present production methods and handling personnel. Apply by letter only, stating FULL particulars about past experience, when available and salary expected to H. A. Winterknight, Jr., c/o American Caramel Company, Lancaster, Pa.

WANTED AT ONCE—Thoroughly experienced all around candy maker for new small department in well established firm. One who understands jellies, crystallized or glace citrus peel, patties, kisses, pecan rolls, pralines, etc. Steady year-round position and an opportunity to live in God's country. \$50.00 per week start. State age and past experience in detail. Address COBBS, Box 1, Little River Sta. Miami, Fla.

HELP WANTED

CANDY MAKER—Experienced on all high grade candies, splendid opportunity with well established company. Good salary. Give all details, experience, age and when available. Application will be held in strictest confidence. Address K-11434, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Ill.

ASSISTANT SUPERINTENDENT

—For large Metropolitan New York plant. Must have thorough knowledge of candy processing and plant operations. Splendid opportunity for a man who is a GRADUATE ENGINEER. Write full details. Address I-19433, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

WANTED—Candy Maker who can make hand rolled creams, caramels, fudge, hard goods, and chewing centers. Experienced for high class retail trade. We pay \$50.00 a week and meals for 6 days. The job is open for the right man at once. Call or write to The Moderne Confectionery, 110 W. Washington Street, South Bend, Indiana.

WANTED—High-class candy maker for permanent position with small wholesale factory specializing with outstanding product for better trade. Prefer progressive man with production ability with experience in caramel work. Opportunity for advancement for sober, steady man. Write direct to ADAMS CANDY CO., 711 S. ERVAY ST., DALLAS, TEXAS.

POSITIONS WANTED

SUPERINTENDENT with 35 years of practical experience in high grade package and counter candies. Address L-124310 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

CHOCOLATE MAN—Over 40 years experience in chocolate and candy factory. Knows chocolate, cocoa, mould-work, etc. thoroughly. At present employed. Desires to make change. Only position in supervisory capacity considered. Address L-12437, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



POSITIONS WANTED

SUPERINTENDENT — With background and training necessary to successfully cope with production procedure and its problems. An executive and a practical candy maker. Has applied research to all raw materials. Knows their composite values to quality standards; operating costs; consumer demands. Has tact and ability, to intelligently train plant personnel, to create better performance and interest. Appreciates value of equipment care and its capacity. Fully experienced with general lines; package goods; bars; specialties; chocolate coatings; interesting connection, moderate salary desired. Address J-10432, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison St., Chicago, Ill.

ENERGETIC MAN of exceptional ability and over 20 years of experience in retail manufacturing conf'y. as candy maker, manager and owner. Desires position in retail manufacturing conf'y. or chain. Can personally make all kinds of highest or medium grades of retail candies, chocolates, caramels, hard candies, etc. Understands buying, handling help, and economical production. Would work on salary or percentage of profits basis. Could fill in as candy maker. Also teach help. Would not accept position as just candy maker. Address J-19438, c/o THE MANUFACTURING CONFECTIONER, 400 Madison St., Chicago, Ill.

A YOUNG WELL EXPERIENCED candy foreman desires change for a better paid position. Have had a sound training in Europe and many years practical experience in the U.S.A., and worked with modern hard candy machines, Vacuum cookers, chocolate enrobers, depositors, moguls, etc. I am able to manufacture a full line of high class filled and unfilled hard candies, all kinds of filled and solid chocolates, patties, caramels, jellies, etc. for bulk and package. Having my own formulas, I also make costs and know how to handle help efficiently. I am a family man, draft exempt (4F), and prefer New York City. Address K-11433, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Ill.

SALES REPRESENTATIVE

DO YOU HAVE PRODUCTS for candy manufacturers? I will guarantee volume of sales and can render service for the product. Long experience in the candy industry and large following. Located in Chicago. G-7436, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

Jobber calling on stores, manufacturing plants, etc. specializing on fairs, celebrations, wishes additional lines of penny, bar, package goods, nuts, potato chips, pop corn, caramel corn, novelties, and kindred lines. Strictly cash. Address William J. Vance, P.O. Box 5609, Pittsburgh, Pa.

MACHINERY FOR SALE

CANDY EQUIPMENT FOR SALE — Racine Power Driven Hard Candy Cutter, Heilman Cocoanut Ball Machine, Racine Depositor, Two Motor Driven 18 inch Fire Mixers with Gas Candy Furnaces and 4 Kettles therefor; National Equipment Cream Cooler; Two 250 lb. Chocolate Melting Kettles; Jacalou's Cream Beater. Address L-12436, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

FOR SALE — Rose Wrapping Machine. Very little used. Address J-10431, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

15 COPPER STEAM KETTLES, 15 pounds pressure, 10" diameter, 6½" deep, \$30. each. One 200 pound Chocolate Kettle, \$100. Address J-10437, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison St., Chicago, Ill.

FOR SALE: 1 Package Machinery Sucker Wrapper; 1 Each Package Machinery Model K and KD Kiss Machines, with motors; 2 Hildreth Pulling Machines, No. 6, double arm, 200-lb. capacity, motor driven, and 2 Hildreth Pulling Machines, display models, 10 to 25 lb. capacity; 3 American Candy Pullers, factory sizes, 100-lb. capacity. Address C-3437, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

FOR SALE — Racine Cream Beater 5" Side Outlet Belt driven. Like new. Address L-12434, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

ROASTER — Burns, Jubilee type 5 bag capacity, only \$550.00; CANDY DEPOSITOR, 14 openings only \$450.00; BAUER GRINDING COFFEE MILL, 3 h.p. motor attached, new grind disks only \$190.00; 1 Day (Powder) Bag Filler only \$195.00. All four offered subject to unsold. J. B. Robinson, 1387 W. 9th St., Cleveland, Ohio.

MISCELLANEOUS

PLANT WANTED — Have factory space in New York for small candy plant; will consider full or part purchase. Address L-12433, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

FOR SALE — 500,000 pieces of 5x5 cellophane 300 Moisture Proof and 1,000 lbs. 1½ inch rolls 300 MST 51 cellophane, heat sealing. Close and Co., 2021 W. Fulton St., Chicago, Ill.

WANTED TO BUY — Lolly-pop sticks, any quantity. State size of sticks and price. E. Rosen Company, 296 Charles Street, Providence, R. I.

WANTED — Hard Candy Scrap, any quantity with or without acid. Address K-11432, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Ill.

FOR SALE — 1 lot Push Cards. For full information and lowest prices, address Russell C. Love, 131 Henley Road, Philadelphia 31, Penna.

WANTED — Cherry Wrapper stock for one pound boxes. Address I-9438, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison St., Chicago, Ill.

FOR SALE — Bard's Cafe and Confectionery. Doing good business since 1908. Best location, seating capacity 156. Price very reasonable, well worth investigating. No commissioners. Johnstown, Pennsylvania.

THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

MISCELLANEOUS

WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS



SHEETS • ROLLS • SHREDDINGS

Cellophane rolls in cutter boxes 100 ft. or more

ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags, Sheets & Rolls

Tying Ribbons-All Colors & Widths

Scotch Tape Clear & Colors

Diamond "Cellulose" Products

Harry L. Diamond

Sales Representative

1409 So. Michigan Ave. Chicago, Ill.

WANTED—Candy Manufacturer equipped to make "Ball" type pops who "Thinks of Tomorrow When He Sells Today"! We have the wraps, boxes, etc. and are seeking a permanent source of supply who can furnish "Ball" type pops in limited quantities now—and in very large quantities when the war is over—using our own trade marked wax wrappers. Address J-10439, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

MACHINERY WANTED

MACHINERY WANTED—A BAINBRIDGE CUT-ROLL MACHINE, as late a model as possible. Address K-11436, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Ill.

MACHINERY WANTED: Model M Dye Pop Machine wanted. State when purchased and lowest cash price. Address H-8432, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison St., Chicago, Ill.

WRAPPING MACHINES WANTED

Package Model C for wrapping 5c chocolate bars.

Reply to Box No.: L-12435
c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

MACHINERY WANTED

WANTED: Used sixty-five gallon candy mixer with copper steam jacket tilting kettle for making nougets. Address J-104310, THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Illinois.

WANTED: Will pay cash for Simplex Vacuum Cooker, Gas or Steam, York Batch Roller, Drop Roller Machine or Ball Machine. Must be good condition. Send particulars. Address I-9436, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Illinois.

WANTED: 38" or 42" Copper Revolving Pan with steam coils and ribs with or without motor. Address I-9431, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Illinois.

Chocolate CONCHES Wanted

National Equipment—Baker Perkins — Lehman — 3000 lbs. or Larger Preferred.

Reply To Box No. J-10436
c/o The Manufacturing Confectioner
400 W. Madison St., Chicago 6, Ill.

Bauer Split Nut and Bauer Whole Nut Blanching Machines. Will pay good price, please send complete description, condition of machine, lowest cash price, and manufacturers catalog illustration if possible, in first letter. Address I-9439, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison St., Chicago, Illinois.

MACHINERY WANTED: URGENTLY WANTED: Copper Coating Pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices. Address A-1433, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison Street, Chicago, Ill.

GAS FIRED MIXER WANTED

Suitable to make sugar-roasted peanuts.

Highest price paid by Chicago candy manufacturer.

ADDRESS 3L 124311
c/o The Manufacturing Confectioner
400 W. Madison St., Chicago 6, Ill.

MACHINERY WANTED

WANTED—1 Used 60 Gal. Copper Kettle Steam Jacket; 1 Two Cylinder Cream Beater; 600—Syrup Cooler. Address K-11438, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Ill.

MACHINERY WANTED: 1 Model K.D. Kiss Machine. Address E-54316, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

WANTED: Steel or wood moguls, automatic ball machines, and starch dryers. Interested in modern equipment in good operating condition. Give full details, price, and where equipment may be inspected. Will pay cash and remove immediately. Address C-3436, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St.,

MACHINERY WANTED: Fully automatic steel mogul wanted. State when purchased and lowest cash price. Address H-8433, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison St., Chicago, Ill.

EQUIPMENT WANTED!

You can perform a war time service by putting every idle machine back to work! We have jobs for idle equipment in plants doing war work. Wire collect what you can offer.

**UNION STANDARD
EQUIPMENT CO.**
318 Lafayette St., New York, N. Y.

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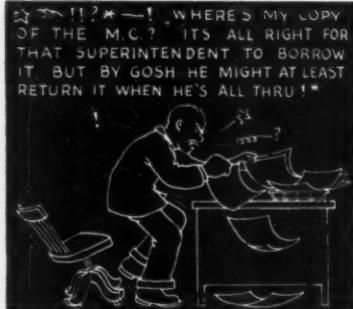
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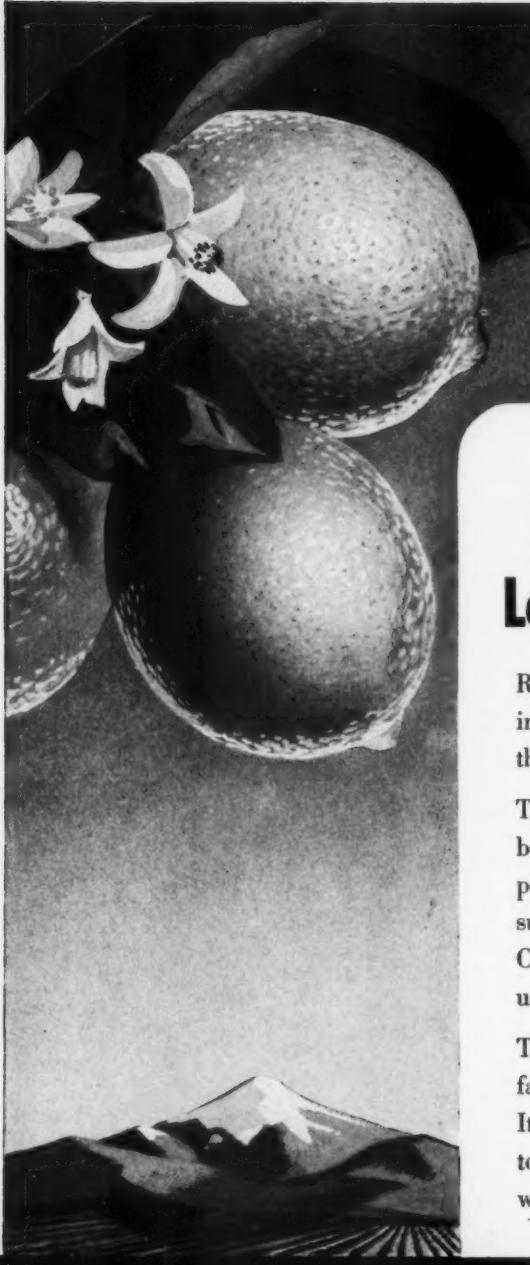
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